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International Commerce

formerly FOREIGN COMMERCE WEEKLY

THE UNIVERSITY OF MICHIGAN
PERIODICAL READING ROOM

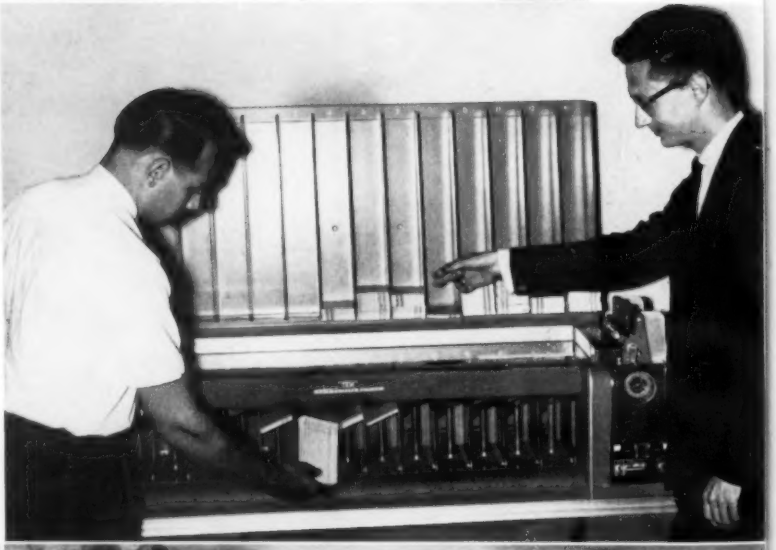
July 9, 1962

DAYS CUT TO HOURS

System speeds trade data

The Bureau of International Business Operations now has data on some 23,000 American firms recorded on automatic data cards. When a U.S. Commercial officer overseas sends information of interest to a particular category of American business, the new system quickly produces names and addresses of each American firm to which the information should be sent. Each day investment opportunities and market data are reported to the Department by 292 foreign service posts throughout the world. This information is promptly disseminated to interested firms by means of this system.

(Top left) Information submitted by American companies on a voluntary and confidential basis is promptly coded. It includes name and address, name of principal officer, products manufactured or services offered, investment interests and geographic restrictions listed. (Top right) The coded information is promptly punched on data-processing cards. (Center) Cards listing the particular needs and interests of the various firms are sorted, so that all firms listed with identical interests are included in each mailing. (Bottom left) When the cards are sorted commerce officers are able to make a prompt and select dissemination to interested firms. (Bottom right) When a list of firms with a particular interest is required, the printer produces the necessary names and addresses in a few minutes.



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ABOUT THE COVER

Camels, oxen and donkeys as the centuries-old "beasts of burden" in the Near East and South Asia are slowly giving way to mechanical equipment. The market for American farm machinery in this area is tremendous. Story, page 4.

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Business Bulletins *from around the world*

BELGIUM—Paris-Brussels railway line to be completely electrified by July 1963 and Brussels-Aachen line during same year. No further electrification of Belgian rail network planned.

Belgian-American industrial firm, Atelier Jaspar-Westinghouse, represents new investment of some $1.4 million in Belgium. Modern factory to have latest equipment and employ possibly 400.

BRAZIL—Light metals foundry shop inaugurated near Sao Paulo by Volkswagen do Brasil S. A. Industria e Comercio to manufacture parts for its motor vehicles. Facilities of this new forge plant will enable 98% of vehicles' parts, by weight, to be produced locally.

Australian trade mission, in June visit to Sao Paulo, discussed possibilities of exchanging Australian steel, zinc, tin, lead, agricultural machinery and wheat for Brazilian coffee, Parana pine, cocoa, carnauba wax, quartz crystals, and cotton fibers and cloth.

CAMBODIA—Office of Foreign Purchases established in Office of State Enterprises (OFENET) to handle Government purchases directly with foreign manufacturers.

Charters of two "mixed" companies approved by Government—one, to develop forest, other to develop fisheries resources. Former will be capitalized at $2.3 million, divided 40-30-30 among Government, private Cambodian and foreign investors. Private American capital welcomed.

Port of Sihanoukville attained new record in April, handling 6,165 metric tons of imports and 6,113 tons of exports (1,325 tons of imports and 1,595 tons of exports went through port in 1960).

FRANCE—Perrier, large bottler of gaseous mineral water, to have exclusive manufacturing and distribution rights for Pepsi-Cola throughout Metropolitan France.

Ministry of Finance releases funds to push ahead on long-heralded second French TV network, to go into operation in spring 1964. Within 2 years from that date, entire country should be served by new network, which would have little, if any, advertising.

Renault "R-8," 4-or-5-seater 4-door sedan, to be introduced on French market in near future, at about $1,500 (7,500 New Francs), taxes included. Car will have motor displacement of 60 cubic inches, and 4-wheel disc brakes.

French electrical and electronics industries, sustaining rapid rate of expansion of past 2 years, showed first-quarter 1962 sales of approximately $620 million, up 9.2% over first-quarter 1961. New orders $644 million in comparison with $585 million for same period in 1961. This high rate of activity expected to be maintained through rest of 1962.

English bus and truck manufacturer, Associated Equipment Co. (AEC), has purchased minority interest in French truck and bus producer, Ets. Willeme, producing comparatively small volume of very heavy trucks and road tractors.

GHANA—AID to finance part of project jointly undertaken with Ghana to establish farm mechanization training centers. Agreement provides at least $475,000 for purchase of tractors, farm machinery and shop equipment.

Polish firm to plan and construct cement plant in Ghana with 200,000 tons annual capacity, to be completed by end 1964.

JAMAICA—Specific import license now required for laundry starch.

LAOS—Cabinet to restore, in near future, free sale of dollar exchange and foreign commerce, "temporarily" suspended January 5. Decision reportedly based on resumption of U.S. aid.

MOROCCO—Arab Common Market envisaged in agreement signed by representatives of Economic Council of Arab League (Jordan, Kuwait, Morocco, Syria and U.A.R.). Agreement requires ratification of respective governments.

Present Paris discussions between Morocco and France center around financial aid, technical and military assistance, assurances for Moroccan exports to France, and French public and private investment in Morocco.

General Tire Co. of Morocco to increase production to 280,000 tires and tubes per year. Complete recapping factory to be added to existing installation.

No firm agreement between BEPI (Bureau of Industrial Studies & Investments) and Massey-Ferguson on Tarik Tractor Plant has been signed despite earlier reports to contrary.

NETHERLANDS—Tourist Office (ANUV) plans large-scale campaign in U.S. to attract American visitors to Netherlands. Dutch trade and industry along with Government will finance campaign costs estimated at about $552,000.

Imperial Chemicals, Ltd., constructing two plants in Europort area near Rotterdam as nucleus of large chemical complex to supply Common Market with various acrylic products. Ten-year cost to approach $280 million.

Netherlands telephone network became fully automatic on May 22 when last of nearly 1,300 automatic trunk stations officially put into operation.

Negotiations for expanding Japanese-Benelux trade initiated in The Hague at Japanese request. Trade now regulated by Tokyo agreement concluded July 16, 1960.

SENEGAL—Government's foreign exchange allocation for goods purchased outside franc zone to total $27 million in May 1962-May 1963 period, divided into 2 categories: $9 million for imports from Common Market countries other than France, and $18 million for goods coming from all other currency areas including U.S.

SWITZERLAND—Press reports indicate Italian auto firm, Fiat, has been conducting negotiations for land for automobile factory in Sursee area, at northern end of Lake of Sempach, Canton of Lucerne. Current operations limited to assembly plant.

Two Swiss manufacturers of textile machinery, J. J. Rieter & Co. of Winterthur and Graf & Co. of Rapperswil, to provide financial and technical assistance for production of cotton weaving machinery in India. Lakshmi Machine Works, Ltd., founded for this purpose.

First National City Bank of New York to open Geneva branch.

TUNISIA—1962 grain crop estimated at 503,000 metric tons, increase over 1961's drought-affected crop of 262,500 but still short of need roughly set at 630,000 metric tons. U.S. Public Law 480 grain to help fill gap.

URUGUAY—Tax of .5 percent recently imposed on value of all imports regardless of source, to raise funds for subsidizing CHAMSEC, medical insurance program of construction industry.

$4.6 million loan to Administracion Nacional de Combustibles, Alcohol y Portland (ANCAP) for expansion of petroleum refining installation at La Teja and Portland Cement plant at Lavalleja approved June 15 by Inter-American Development Bank.

INFORMATION FOR OVERSEAS VISITORS: Dr. and Mrs. N. K. L. Murty, and their daughter, Sashi, 4, stop in New York to see the sights before returning to their home in Hyberabad, India. Helping the family unravel the mysteries of New York's transportation systems is Mrs. Millie Ferrer, chief receptionist of the newly established Rockefeller Center information service for international visitors. The recently opened center is designed to provide the overseas visitor with a convenient location where he can obtain general information about what to do and see in New York and how to get there.

Travel Service marks first year, says overseas visitors increase

Total of 147,000 see U.S. during 1st 4 months; USTS working to make travelers more comfortable

The United States Travel Service celebrated its first birthday recently by announcing an increase in visitors from abroad of almost 16% for the first 4 months of 1962.

Visitors to the U.S. in that period totaled 147,000, representing an estimated $76 million in travel income for the United States. This is an increase of $5.4 million over the same period of 1961.

Most of the major countries in which the U.S.T.S. has been active shared in the increase in visitors to the United States.

In Europe, France recorded an increase of 52%, Switzerland a gain of 25%, the United Kingdom 11%, Germany 9% and Italy 7%.

During this same 4-month period visitors from Colombia increased 84%, Brazil 21%, Venezuela 18%, and Argentina 6.3%. Australian visitors showed an increase of 19%.

The Travel Service has contributed to this increase by staffing 9 offices in key locations abroad with multilingual personnel. A total of 4.5 million pieces of literature on the U.S. have been prepared by the U.S.T.S. and distributed in these areas, along with promotional material from states, cities and travel associations.

This literature has been produced in color and published in 7 languages—English, Spanish, Portuguese, French, German, Italian and Japanese. A global advertising campaign is encouraging people everywhere to "Travel a New World—See the U.S.A."

"For the first time," according to Travel Service Director Voit Gilmore, "detailed accurate information about U.S. travel is available in practically every area of the world.

"Travel agents, carriers and the general public now receive instant service on their travel questions about the U.S.A., the world's newest and most varied travel destination."

In the U.S., the Travel Service has worked with communities to ease the entrance and ensure the satisfaction and comfort of foreign visitors.

In addition, the U.S.T.S. has held meetings throughout the country to explain to communities ways they might improve their facilities for the reception of visitors from abroad.

Credits other branches

The Travel Service also credits other branches of the Government and the active travel industry of the U.S. for the increase in travel for the 4-month period.

According to the U.S.T.S., the State Department has "considerably streamlined" visa procedures, the Department of Immigration and Naturalization has "smoothed the path" of all incoming visitors and the travel industry has "rendered full support" to the program.

"Indeed," says Director Gilmore, "the U.S. Travel Service offers an excellent example of how business can work with Government both for financial benefits and for the worthy goal of greater world understanding."

Many of the carriers, travel agents and groups such as the National Association of Travel Organizations, in addition to the hotel and motel industry, are assisting the program with advertising and the promotional materials.

The travel industry is also offering special financial inducements to overseas visitors in terms of reduced rates for travelers with modest budgets.

Expands Operations

The U.S. Travel Service is extending its "Visit U.S.A." program to many areas of the globe.

At the present time the USTS is operating offices in London, Paris, Frankfurt, Rome, Sydney, Tokyo, Mexico City, Caracas and Sao Paulo.

An office probably will be opened in Bogotá within the next 3 or 4 weeks, according to the Service. By the end of the year, officers will be operating in Stockholm and Brussels.

The USTS was created June 29, 1961.

The author,

a native of North Carolina, recently completed a tour of duty with the Department of State in the Near East and South Asia. "Home-based" in Tehran, Iran, his work required extensive travel in the area extending from Greece to Ceylon. Now serving in the Commerce Department, he presents in this article his personal observations on a great potential market for American-made machinery.

Visitors to the U.S. Pavilion at the Casablanca Trade Fair asked many questions about the small tractors.

A remarkable market

450 million farmers need garden-type tractors

by C. Alphonso Smith

Director Information Division
Office of Publications and Information

The manufacturer who offers to the 450 million farmers of the Near East and South Asia a garden type tractor which will both plow the land and pump the water at a price not to exceed $550 will tap the largest contiguous market in the free world, a market of unbelievable dimensions and fantastic possibilities.

Consider these facts:

The break-up of colonial empires, the fragmentation of large estates by laws limiting the size of holdings, the disposal of government-owned land to peasants on low cost, low interest rate, long term mortgages—all have contributed to a significant change in the agricultural systems of the Near East-South Asia region.

For centuries farmers in this area have tilled the soil with an ox, or pair of oxen, using a crude, home-made wooden plow which seldom turns the soil to a depth of more than 3-4 inches.

Oxen cost $600

The cost of a pair of sturdy oxen in India runs close to $600 a year. This sum is forever beyond the grasp of the illiterate, impoverished, dirt farmer. But by mortgaging his land and a share of future crops, he can obtain the money to buy the oxen—from money-lenders at interest rates ranging from 25% to 100%. Once the yoke is applied to the farmer, he remains forever in debt. When one of the oxen dies, his troubles are compounded.

Average size farm

In 1940 the average size farm in the United States was 174 acres; by 1960 the average had climbed to 302 acres.

No comparable figures are available for the 4 million square mile area stretching from Greece to India but, unquestionably, the size of farms has decreased by probably a larger percentage.

Here is the present-day average farm acreage in 4 typical countries of this area:

Iran	— 11 acres
Jordan	— 9.2 acres
India	— 4.2 acres
East Pakistan	— 3.5 acres
West Pakistan	— 10 acres

Throughout the Near East and South Asia, American agricultural technicians working under the Agency for International Development are driving this simple fact home: "Oxen eat 365 days a year; garden type tractors "eat" only when you use them."

The tens of millions of small farms in these predominantly agricultural countries form one of the greatest potential markets since John D. Rockefeller brought oil to the lamps of China. The pessimist will dismiss this market with a cold, calculating look at the per capita incomes of these countries:

Jordan	$102
Pakistan	$ 69
India	$ 71
Iran	$140

But per capita income has very little to do with the revolutionary changes taking place in agriculture in the Near East and South Asia. Government-backed cooperatives are bringing small garden type tractors within the price range of the poverty-stricken peasant. Prime Minister Nehru has said: "It is my intention to convulse India with cooperatives."

45 firms interested

Several American firms are exploring the possibilities for small—6hp to 7.5hp

TRADITIONAL IRRIGATION device in the Middle East is the animal driven "Persian wheel." The water is scooped from a shallow well in sheet metal buckets mounted on a metal hoop. The water wheel is geared to a horizontal wheel that is turned by a camel or a pair of oxen. Many farmers in the Near East are receiving government loans to sink better wells and to install motor driven pumps, thus being able to irrigate three times as much land daily as compared to the past.

—garden type tractors for use in this area. One is considering establishing a plant to assemble the tractors in India. Whoever goes after the business will also have to set up maintenance-repair and spare parts shops near the principal agricultural areas. Recently, an American firm exhibited 4 of its small tractors at an International Trade Fair. All were snapped up the minute the fair closed its doors.

Need for pumps

The second largest agricultural machinery market in the Near East and South Asia is for water pumps—pumps capable of lifting water from the new irrigation wells being built by governments in a half dozen countries onto the farmer's land. In this second half of the 20th Century, most farmers in this vast area scoop the water out of the canal by means of hand operated buckets. This system is uneconomic as well as inefficient.

Tremendous opportunity

The man who can engineer this all-purpose garden tool will rank among mankind's greatest benefactors. He will lift the living standards of a half billion people; lengthen their life span; raise nutritional standards; ease the tensions of war; help the newly developing nations achieve self-sufficiency in the production of food; and make for himself a fortune.

Travel groups now eligible for 'E' awards

'Significant contribution' to payments problem cited

The scope of President Kennedy's "E"-for-export-excellence program is being broadened to include awards to travel organizations which contribute materially to the easing of the balance-of-payments problem by encouraging foreigners to visit the U.S.

A company that successfully promotes travel to the U.S. from abroad makes just as important a contribution to the goals of the export expansion program as a company that stimulates the export of U.S. goods, according to Secretary of Commerce Luther H. Hodges.

A number of organizations in the travel industry are expected to qualify.

The criteria applied to the "E" Award program will continue to govern the consideration of Certificates of Service which will be given for travel promotion.

The certificates will be awarded to organizations qualifying in the field of travel promotion under the specific criteria of "other significant contributions to the expansion of U.S. exports."

15th packaging exposition scheduled near Paris

The 15th International Packaging Exhibition, a biennial affair, will be held in Puteaux (Seine) Nov. 16-24.

The show is organized for the exhibition of automatic and semi-automatic packaging machines; wrapping and packaging materials; containers and related accessories; machinery, products and supplies for dispatching and delivery of all types of merchandise; printing machines; and weighing, stocking and storage equipment, with the exception of lifting and materials handling appliances.

An exhibition of this type provides an excellent opportunity for U.S. manufacturers to interest French and foreign buyers, according to the U.S. Embassy in Paris, now that all French imports on packaging equipment and printing machinery have been removed.

Additional information is available from the Trade Fairs and Exhibitions Section, Office of International Trade Fairs, U.S. Department of Commerce, Washington 25, D.C.

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EMERGENCY MEASURE

Canada applies surcharge to 3 import schedules affecting US exporters; lists 650 items

Trade subject to new tariff surcharge has annual value in excess of $3 billion; blame loss of foreign exchange reserve and general election

A serious loss of foreign exchange reserves, following the announcement of a new parity for the Canadian dollar and the results of the June 18 general election led the Canadian Government to take emergency measures to strengthen the country's international financial position on June 24.

Of prime importance to U. S. exporters, these measures included the application of a surcharge of 15%, 10%, or 5%, respectively, to 3 import schedules covering some 650 items of the Canadian tariff.

The surcharge took effect at 12:01 A. M. on June 25 on all entries for consumption, including releases from warehouses. It applies to imports from all countries entitled by trade agreements to tariffs lower than the general column of Canada's 3-column tariff structure. All but a very few countries are in this category.

The general tariff is the legal instrument for application of the surcharge, and where the advanced tariff, including the surcharge, exceeds the general tariff rate, the difference will be remitted to the importer.

Half of total imports covered

The trade subject to the new tariff surcharge is estimated to have an annual value on the current basis of $3.1 billion (Canadian), about half of Canada's total imports. However, the largest portion, or $2.3 billion, is struck only with the 5% surcharge. Imports valued at $150 million are taxed an additional 15% as luxuries, and imports valued at $650 million an additional 10% as goods in which there is existing Canadian production of the same or a substitutable kind.

Trade valued at $2.9 billion is exempt from any surcharge. It consists of exotic but essential foodstuffs and industrial raw materials, including most chemicals.

In addition to the taxation of commercial imports, the emergency measures also sharply cut back the amount of duty and tax-free imports Canadian tourists are allowed to bring home from visits outside the country. Heretofore, the ordinary allowance for those absent from Canada for 48 hours has been $100 every 4 months. This was reduced to $25 on June 25. The extra $200 annual allowance for overseas visitors was also reduced to $100.

U. S. exports heavily involved

Because the U. S. supplies almost 70% of Canada's total imports, this country's trade will feel the effect of the new surcharge most heavily in point of the volume of business affected, even though other countries will share some of the impact. About $1.8 billion of Canada's 1961 imports in the new tax schedules came from this country, or about half of total imports from the U. S. last year. About $80 million of these were in the 15% or luxury schedule: $320 million were in the 10% and the rest in the 5% non-essential classes.

The reaction to the new surcharge will presumably vary in degree by commodity, depending on the conditions of competition in individual items and, in part on the Canadian economy's response to the new conditions the emergency currency measures will set up in the round.

Higher interest rates, for example, have been set as a separate measure of currency support and may have some effect on business investment in capital goods.

To the extent that the increased barrier to imports promotes Canadian domestic production and employment, it is possible that there may be compensation in total U. S. trade in increased demand on materials and parts.

Canadian production costs are expected to rise because of the effect of currency depreciation on the cost of imported materials and components. The shelter of the surcharge may tend to advance prices in locally produced manufactures. Producers, however, are being asked to hold costs down in the national interest.

Luxuries up 15%

The category of imports advanced 15% as luxuries, in Schedule A, is relatively the smallest list and contains many items which will probably survive the taxation due to high consumer interest.

The largest U. S. import classes in point of value are electric refrigerators and freezers, electroplated and gilt ware, cameras, motion picture projectors and sound equipment, and guns and rifles of a class or kind not made in Canada, trunks, hat boxes and valises, perfumery, jewelry, skis, roller skates, dolls, metal mechanical toys and construction sets, sugar candy and confectionery, cut flowers, and Oriental rugs.

Smoking pipes, cigarettes and cut tobacco are also on this list. Alcoholic beverages, including Scotch whiskey, champagne and wines are of minor importance in U. S. trade, but make the list important for other suppliers.

Schedule B, on the other hand, contains a great many items of importance in U. S. trade and of interest because of Canadian competition.

British autos hurt

The heavy trade in finished automobiles is the largest item. Here also U. S. interest is second to that of the United Kingdom, because the bulk of U. S. export is in parts for assembly in Canadian branch plants.

Other consumer durables on the list include radio and television receivers, phonographs, washing machines, clothes driers, and power lawn mowers, in all of which U. S. trade is large.

There is a very large amount of wearing apparel (clothing, gloves and shoes) on Schedule B. Paper manufactures are struck substantially in great variety, as well as chinaware and glassware, including heat-resisting glassware and a host of personal and household accessory items.

Other important classes are unmanufactured tobacco (U. S. trade is mainly in cigar wrapper leaf), advertising and printed matter, exposed motion picture film, and manufactures of various plastics.

Schedule C is largest

A very long list was made subject to the 5% surcharge in Schedule C, including many agricultural items of in-

terest to the U. S. which are only essential insofar as they supplement Canadian supplies. These include live hogs, fresh and canned meat and fish, eggs, apples, potatoes (including sweet potatoes), mushrooms and onions, most frozen and canned fruits and vegetables, but not fruit juice except grape juice in large containers. Another important class of imports not dealt with elsewhere includes textile fabrics and primary plastics.

Electrical apparatus is included on this schedule, as well as the very large and important machinery basket category. However, agricultural machinery is exempt as well as certain mining machinery.

Field Offices of the Department of Commerce are in a position to answer inquiries from exporters regarding the surcharges on the individual items affected; this information may also be obtained directly from the British Commonwealth Division, Bureau of International Programs, Washington 25, D. C.

Aims at double benefit

The official Canadian announcement referred to the surcharge in 2 ways: (1), as expected to produce an additional $200 million in annual revenue, which would help to reduce the budgetary deficit in fiscal 1962-63; and (2), as likely, along with the cutback in the tourist import allowance, to lead to an improvement of some $300 million in the current account of the 1962 balance of payments.

This reference suggests the expectation that the surcharge will not so much reduce the volume of commercial import from 1961 levels as it will prevent 1962 trade from rising above the recession levels of the first half of the year. U. S. exports to Canada in 1961 were valued at $3,643 million (U. S.).

The balance of payments problem that has arisen for Canada this year is not primarily one of the merchandise trade, which has been nearly balanced.

Rather, it is one of the net outflow on non-merchandise account for such items as freight and tourist expenditures, and more particularly for interest and dividend payments on capital invested in Canada by foreigners, including U. S. companies who control a substantial portion of Canadian production.

Whereas last year the net deficit in the Canadian current account with the world was $989 million (Canadian), in the current year the first quarter net deficit of $363 million was at an annual rate of $1,250 million.

This increase explains the Canadian Government's interest in realizing the $300 million improvement expected to come from import surtaxes.

Canada has traditionally depended on foreign investment to offset the deficit in her current account, and in the decade from 1951 to 1961 attracted more than enough capital to balance out with the world. Her currency, therefore, was at a premium.

In the second quarter of 1961, however, announcement of the Government's desire to reduce foreign investment and depreciate the currency to boost trade upset the capital flow, leading to speculative short term movement and decline in longer-term portfolio inflow.

For the first quarter of this year the net deficit in Canada's current account was balanced out by the loss of foreign exchange reserves.

In the second quarter, as general elections neared, speculation against the currency increased and foreign exchange reserves were further reduced, with the drain increasing in the first 3 weeks of June. The emergency measures were therefore considered necessary.

Since they invalidate the rate schedules negotiated in GATT, Canada has given notice in GATT as well as assurance that the measures will be removed as soon as circumstances permit.

Hopper Paper Co. donates stock for fair calendar

"We are always delighted to cooperate whenever we can in efforts to promote . . . our country abroad," says B. C. Hopper, President of Hopper Paper Company, Taylorville, Ill. Mr. Hopper translated his words into action recently when he donated 100 reams of 35" x 45" grain-long, 70 pound, white, water-resistant text, sized for offset, to the Office of International Trade Fairs.

The fine quality paper will be used to print 200,000 copies of a 4-year calendar to be used as a giveaway in the U.S. Pavilion at the Nigerian International Trade Fair, in Lagos, Oct. 27-Nov. 18.

U.S. trade fair film available to business

"The Trade Fair Story," a 16-mm color and sound movie produced by the Office of International Trade Fairs and narrated by NBC Commentator Chet Huntley, is available for free loan to television stations, industry-business groups, community organizations, and other groups.

Address requests to: Office of International Trade Fairs, U.S. Department of Commerce, Washington, D.C.

100 U.S. firms to show wares at Greek fair

U.S. exhibition scheduled as Greece studies EEC ties

Consumer and capital goods from 100 U.S. firms will be demonstrated in the official U.S. exhibition at the 26th International Fair of Thessaloniki, Greece, Sept. 2-23.

U.S. exporters of capital equipment can participate in an expanding market fostered by government plans to spend $320 million on industrial development, an expenditure increase of 22% over 1962.

The following categories of goods are believed to be marketable in Greece at this time:

Industrial, construction and office equipment; vehicles; scientific and precision instruments; ferrous and nonferrous metals and products; lubricants; raw materials for plastics; pharmaceuticals; lumber; and coal.

Also manmade fiber yarns, synthetic fabric blends, synthetic rubber, baby and canned foods, frozen poultry, cosmetics, household appliances, photographic equipment and motion pictures.

'Water resources'

In the "water resources" area a diving tank will be used to show the underwater use by a skilled diver of equipment as a metal-cutting torch, camera equipment, a chain saw, and radio and television.

Part of this area will also be devoted to a desalinization process which will make sea water potable.

A display of irrigation equipment will lead into the "land resources" area which will feature an afforestation exhibit and demonstrations of U.S.-made wood processing machinery.

"Industrial-commercial resources" will be shown through items as aluminum fabrication, a modern kitchen and a kitchen of tomorrow with all their household appliances, and office equipment, including computers and printing machines.

An added attraction will be food vending machines which can dispense a varied selection from a cup of coffee to a complete hot meal.

In the "human resources" section, electronic teaching equipment, the Social Security story, and employment of the physically handicapped will be featured.

EXHIBIT AT BOMBAY: Intent viewers examine displays of American manufacturers in one of the mobile trade fairs sponsored by Isbrandtsen Company on tour of Near and Far Eastern ports of call.

AN 'E' WINNER'S STORY

American steamship line sets up mobile trade fairs to display products of U.S. manufacturers

Manufacturers of automotive, agricultural and industrial equipment, sporting goods, medical supplies benefit from traveling displays initiated by N.Y. shipping firm

The Isbrandtsen Co., Inc., a steamship company with headquarters in New York City, inaugurated a mobile trade fair for overseas display of varied manufactured products of American firms late in 1960.

President Jakob Isbrandtsen initiated the novel traveling exhibits particularly to enable smaller U.S. companies to participate in worldwide trade.

Many of these firms had previously been inactive in world trade, lacking the facilities and personnel for active participation in overseas markets.

In recognition of its unique contribution to the expansion of U.S. trade, through its mobile trade fairs, the Isbrandtsen Co. was honored as one of America's first 10 recipients of the "E-for-Export" award on March 28 at White House ceremonies.

Then, early in April, Isbrandtsen steamers calling at faraway ports—Singapore, Alexandria, Karachi, and Pusan—raised "E" flags as U.S. Foreign Service officers carried out dockside ceremonies.

Small firms benefited

The Isbrandtsen mobile trade fairs offer small U.S. manufacturers a unique means of displaying and selling their products in faraway markets which otherwise would be impractical to explore.

Each of the 15 Isbrandtsen vessels regularly carries 64 individual exhibits to ports such as Beirut, Karachi, Hong Kong and Pusan.

Large aluminum containers, each housing 8 exhibit booths, are discharged by one ship and picked up about two weeks later by another ship and taken on to the next port.

When the exhibits are opened, the raised aluminum side panels provide a protected promenade for viewers.

The cost of transporting and setting up containers overseas is borne by the Isbrandtsen Co. All the participating company need do is pay for the cost of setting up its exhibits in the special metal containers.

Then, exhibits of U.S. merchandise are on their way to 10 or more port cities in the Near and Far East served by Isbrandtsen vessels.

The mobile trade fairs were planned to feature large and diverse groupings of American products—from automotive equipment to sporting goods.

In the first 4 trade fairs, 160 U.S. companies participated.

Sales multiply

American firms participating in the mobile trade fairs have reported substantially increased overseas activity for their manufactured wares.

One company had discontinued its export business in one country because of the stiff competition encountered there.

After participation in a mobile trade fair, the firm resumed business and sales in other countries reportedly increased.

Another concern began to realize actual export market possibilities and exports, for the first time, became an integral part of its sales activities.

A third firm received 24 inquiries from a Bombay trade fair exhibit, while another firm had 46 inquiries.

One firm that used the opportunity to show its products to prospective buyers for the first time added 2 more overseas agents; another U.S. concern found new distributors, with additional sales and repeat orders anticipated.

ARRIVAL AT HONG KONG: Special metal containers carry American goods to another stop on one of the mobile-trade fair itineraries.

Trade fair set for September in Fiji Islands

Consulate General in Suva asks U.S. 'national' exhibit

The 1962 Fiji Islands Trade and Industries Fair will be held in Suva Sept. 17-22.

The U.S. Consulate General in Suva would like to set up a U.S. "national" exhibit which would consist of photographic exhibits of U.S. industrial processes.

The national exhibit, according to the Consulate General, could be backed up by a display of U.S.-manufactured products obtained from local firms or from U.S. firms interested in exhibiting their products in Fiji.

Both private and official participation in the fair have been urged by the Consulate General in view of the steadily diminishing U.S. export trade in Fiji.

U.S. export trade in Fiji is steadily diminishing because of the lack of any substantial trade promotion effort.

At the same time, the United Kingdom, Australia, Japan, and New Zealand are making determined efforts, says the Consulate General, to capture more and more of the market—usually at the expense of U.S. suppliers.

U.S. products which would have particular appeal in the Fiji area include processed foods, sports equipment, sportswear, camping gear, hardware, handtools, power tools, household appliances, kitchen appliances, tropical weight washable textiles, and children's toys.

Displays and exhibits could be arranged directly by U.S. trade groups or chambers of commerce, individual suppliers, the Department of Commerce, or indirectly through the local sales agent of manufacturer's representative.

Display of U.S. products to take place in Athens

An exhibition of U.S. products will be held in Athens Nov. 4-25.

The display will take place in the Zappion Building rented for the exhibit by the American-Hellenic Chamber of Commerce in Athens.

Further information is available from the Chamber of Commerce, 8 Amerikis St., Athens.

Belgrade to be site of clothing exhibition

A specialized international clothing fair will take place in Belgrade, Yugoslavia, Oct. 13-21.

At this fair, called FASHION IN THE WORLD, a concentrated display of exhibits by commodity groups will be held.

This is expected to make contacts between businessmen easier.

The specialized exhibit is regularly visited by all Yugoslav and numerous foreign manufacturers, by the representatives of Yugoslav and foreign import firms, and by interested businessmen.

Further information is available from the Office of the Commercial Attaché, Embassy of Yugoslavia, 509 Madison Ave., New York 22, N.Y.

Cologne to be site of restaurant fair

The International Exhibition for the Hotel and Restaurant Trade will be held in Cologne Oct. 6-14.

The Consulate General in Duesseldorf says U.S. manufacturers of the following products should have an excellent opportunity to introduce their goods to West German buyers at the fair:

Foodstuffs and provisions, large-scale kitchen equipment and installations, buffet and refrigeration equipment, sanitary installations, and office equipment.

The Consulate General has urged U.S. manufacturers of institutional or commercial cleaning and food preparing equipment to take part in the display.

For further information, write to the Messe-und Ausstellungs-G.m.b.h. Koeln, Koeln-Deutz, P.O. Box 140.

Attendance slightly down at trade fair in Poznan

Total estimated attendance at the recent International Trade Fair in Poznan, Poland, was 433,816, compared with 445,647 in 1961.

The figure is expected to increase 5% to 7% when the final returns are compiled in August.

Public reaction to the exhibit, according to the U.S. Consulate in Poznan, was "unquestionably favorable," and the press, radio and TV coverage far exceeded that of previous years.

The U.S. staged a comprehensive industrial exhibit at the fair. It marked the 6th consecutive year of U.S. participation.

The fair closed on June 24.

Japanese plan floating fair ship program

Vessel to visit 12 seaports in Near East and Africa

Japan is planning to send a floating trade fair ship, the SAKURA MARU, to 12 ports in the Near East and Africa starting late this fall.

The vessel, specifically designed to exhibit and sell Japanese goods in distant countries, is expected to be completed in October, in time for the journey.

The visits to the 12 ports will take place between the middle of next November and early March 1963.

The program will be undertaken by the Japan Industry Floating Fair Assn., a private organization of manufacturers and exporters under auspices of the Ministries of International Trade and Industry, Foreign Affairs, and Transportation.

Government officials, traders, manufacturers, and distributors interested in Japanese industry and its products will be invited to the fair at each port visited.

Ports on the itinerary and the arrival dates are as follows:

Jidda, Dec. 1; Beirut, Dec. 8; Latakia, Dec. 14; Istanbul, Dec. 20; Athens, Dec. 26; Casablanca, Jan. 3; Tunis, Jan. 10; Tripoli, Jan. 14; Alexandria, Jan. 20; Port Sudan, Jan. 29; Dar es Salaam, Feb. 6; and Mombasa, Feb. 11.

Exhibit in itself

The SAKURA MARU, whose gross tonnage is 12,200 and whose speed is 17.6 knots, was designed and constructed as an exhibit in itself of the Japanese shipbuilding industry.

About 430 booths will be installed in the ship's 3 exhibition halls.

Approximately 10,000 items will be displayed, consisting of the following:

Machine tools; electric machines such as motors, generators, and transformers; radios, television sets and other communication equipment; various industrial machines; automobiles and other vehicles; textiles; and sundries.

More than 100 manufacturers and exporters will be represented.

Trade fair schedule is key to developing markets in worldwide competition

Many American firms have found new agents, new customers, and new profits in ancient bazaars and distant trade fairs

Merchants traditionally meet at trade fairs in the overseas markets. From the colorful bazaars of the East, to the glittering pavilions of the industrialized West, trade fairs have helped the world's people learn about, and buy each other's products.

Many American firms are participating regularly in trade fairs in the United States and overseas. President Kennedy has called trade fairs a "positive force for greater international understanding and for the betterment of our lives." Several thousand American firms who have participated in government sponsored exhibitions overseas have reported an increase in their export business as a result of their exhibit.

INTERNATIONAL COMMERCE is continuing the publication of a semiannual listing of trade fairs, as started some years ago in the FOREIGN COMMERCE WEEKLY. In addition, the list has been further classified by specialties, so that a firm interested in exhibiting in only a toy fair, for instance, can quickly identify the city and country in which fairs specializing in toys are being held. The schedule of officially sponsored U.S. exhibitions is also being republished.

Fairs are listed by country, city, name, type, and management. Unless otherwise specified, the fairs are scheduled for 1962 and the management office is located in the host city. Tentative U.S. Government participation by the Office of International Trade Fairs, Washington 25, D.C. is indicated by a star.

From latest data

The information presented is taken from latest data available to the U.S. Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

Further information regarding the trade fairs listed may be obtained from the Trade Fairs and Exhibitions Section, Office of International Trade Fairs, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Afghanistan

Kabul

Aug. 27-31. Jeshyn Fair. General. Ministry of Industries, Government of Afghanistan.

Angola

Nova Lisboa

Aug. 8-Sept. 21. Nova Lisboa Trade Fair. General. Camara Municipal de Nova Lisboa, Nova Lisboa, Luanda, Angola.

Argentina

Buenos Aires

Oct. 12-Nov. 4. U.S. National Exhibition. All U.S. Exhibit. Office of International Trade Fairs, U.S. Department of Commerce, Washington 25. D.C.★

Australia

Adelaide

March 28-April 27, 1963. Royal Adelaide Exhibition. General. South Australian Chamber of Manufacturers, 12 Pirie St.

Brisbane

Aug. 9-18. Agricultural, Industrial and Motor Show. Royal National Agricultural and Industrial Assn., G.P.O. Box 122B.

Melbourne

July 18-28. Int'l Boat Show and Water Sports Exhibition. Exhibition Promotions Pty., Ltd., Town House, Suite 24-67, Queens Rd.

Feb. 27-March 16, 1963. Int'l Trade Fair. General. 422 Collins St.

Perth

Sept. 28-Oct. 4. Perth Royal Show. Agricultural products. Royal Agricultural Society, 9 Howard St.

Sydney

June 29-July 7. Sydney Homes Exhibition. Industrial Public Relations Service N.S.W. Pty., Ltd., G.P.O. Box 4962.

July 23-28. Sydney Engineering Exhibition. Engineering equipment services. Biennial. Industrial Public Relations Service N.S.W. Pty., Ltd. G.P.O. Box 4962.

Aug. 20-24. Tools of Science Exhibition. Australian and New Zealand Association for the Advancement of Science, University of Sydney.

July 26-Aug. 10, 1963. Sydney Industries Fair. General. Industrial Public Relations Service N.S.W. Pty., Ltd., R.A.S. Showground.

Austria

Dornbirn

July 13-22. Int'l Export and Samples Fair. Textiles, textile machinery, and chemicals. Export und Mustermesse, G.m.b.H., Rathausplatz.

Graz

Sept. 29-Oct. 7. Graz Southeastern Fair. General, farm machinery. Conrad V. Hoetzendorf Strasse 67.

Innsbruck

Sept. 23-30. Export and Samples Fair. General. Innsbrucker Messe G.m.b.H., Maria Theresienstrasse 47.

Klagenfurt

Aug. 9-19. Austrian Wood Fair. Wood products. Direktion der Karntner Messe, Rathaus.

Leoben

Sept. 12-18. Leobener Bergmannstag (Mining Congress). L. Nuessler, Montanistische, Hockschulbuchhandlung, 16 Hauptplatz.

Vienna

Sept. 9-16. Int'l Fall Fair.

March 10-17, 1963. Intl'l Spring Fair.

Sept. 8-15, 1963. Int'l Fall Fair. General. Wiener Messe, A. G., Messeplatz 1.

Belgium

Brussels

Oct. 20-Nov. 4. Domestic Science Fair. Secretariat. 10 place de Brouckere, E/V.

Oct. 20-Nov. 4. Int'l Food and Home Exhibition. S.L.M.P.A., 8/10 place de Brouckere.
Oct. 28-Nov. 12. Radio and Television Exhibition. Florencestraat 7.
Nov. 22-28. Laborama Exhibition. Laboratory equipment. 203 avenue Slegers.
April 30-May 12, 1963. Brussels Int'l Trade Fair. General. Palais du Centenaire.

Charleroi

Sept. 20-30. Int'l Technical and Industrial Exhibition. Industrial machinery, equipment. Société Cooperative de Gestion du Palais des Expositions, avenue de'l Europe.

Ghent

Sept. 8-23. Int'l Trade Fair. General.
Sept. 14-29, 1963. Int'l Trade Fair. General. Palais des Floralies.

Bulgaria

Plovdiv

Sept. 16-30. Int'l Fair of Plovdiv. General. The Bulgarian Chamber of Commerce, 11a Stamboliisky, Sofia.★

Canada

Edmonton

July 16-21. 84th Annual Edmonton Exhibition. General. General Manager, Edmonton Exhibition Assn., Ltd.

Fort William

Aug. 6-11. Canadian Lakehead Exhibition. General. General Manager, Victoria Block.

Fredericton

Sept. 3-8. Fredericton Exhibition. General. General Manager, Exhibition Court.

Kitchener

Sept. 24-29. K-W Exhibition and Fall Fair. General. 400 E. Ave.

Montreal

Aug. 26-Sept. 1. Int'l Congress of Radiology. Suite 204, 1555 Summerhill.
Aug. 27-30. Montreal Fall Gift Show. 443 Mt. Pleasant Rd., Toronto 7, Ontario.
Oct. 10-13. High Fidelity Exhibition. Dominion High Fidelity Assn., 25 Taylor Dr., Toronto 6, Ontario.
Oct. 21-27. Int'l Office Exhibition. Canadian Industries, Ltd., P.O. Box 10, 2055 Peel St.
Oct. 26-Nov. 4. Int'l Trade Fair. General. 1600 Berri St., 227-228 Show Mart Bldg.
Jan. 28-31. Eastern Canada Hardware Show. Show Mart Bldg., Suite 257, 1600 Berri St.

Owen Sound

Oct. 10-13. Int'l Plowing Match. Ontario Plowmen's Assn., Parliament Bldgs., Toronto, Ontario.

Ottawa

Aug. 17-25. Central Canada Exhibition. General. General Manager, Lansdowne Park.

Saint John

Aug. 27-Sept. 1. Saint John Exhibition. General. Exhibition Assn., P.O. Box 284.

Toronto

Aug. 17-Sept. 3. Canadian National Exhibition. General. Sept. 24-27. Toronto Fall Gift Show. Administration Bldg., Exhibition Park, General Manager, 443 Mt. Pleasant Rd.
Oct. 2-4. Canadian National Business Show. Grant Smedmor, Ltd., 1819 Yonge St.
Oct. 15-18. Materials Handling Exposition. Biennial. 481 University Ave.
Oct. 29-31. Ontario Hospital Assn. Exhibition. 24 Terrand Dr., Flemingdon Park, Don Mills, Ontario.
May 6-10, 1963. National Industrial Production Show. Maclean-Hunter Publishing Co., Ltd., 481 University Ave.

Vancouver

Aug. 18-Sept. 3. Pacific National Exhibition. Agricultural, industrial, entertainment. General Manager, Exhibition Park.

Cyprus

Nicosia

June 29-July 22. Cyprus Int'l Fair. General. 67 Salon St.

Czechoslovakia

Brno

Sept. 10-24. Int'l Trade Fair. General. Brno-Vystaviste, Praha 3.

Denmark

Aalborg

March 23-31, 1963. Int'l Textile Exhibition. 17 Vesterbro.

Fredericia

Aug. 2-12. Danish Trade Fair. General. Dansk Kobestavne.

Karolinelund Tivoli

June 22-July 8. Karoline Trade Fair. General. Karolinelund Tivoli, Aalborg.

Fiji

Suva

Sept. 17-22. Trade and Industries Fair. General. P.O. Box 177.

Schedule of official U.S. trade fairs

Country	Name of Fair	Dates	U. S. Theme
Izmir, Turkey	Izmir International Fair	8/20-9/20	Work Together For National Progress
Damascus, Syria	Damascus International Trade Fair	8/25-9/20	Better Living For All
Thessalonika, Greece	The International Fair of Thessalonika	9/2-23	Resource Development for a Better Life
Zagreb, Yugoslavia	International Trade Fair	9/8-23	The Constructive Use of Leisure Time
Brno, Czechoslovakia	International Trade Fair	9/9-23	Technology Serves Man
Plovdiv, Bulgaria	International Fair of Plovdiv	9/16-30	Consumer Products Foster Healthy Enterprise
Berlin, Germany	German Industries Exhibition	9/22-10/14	Partners for Progress
Djakarta, Indonesia	U. S. National Exhibition	10/1-11/1	Technical Knowledge Brings Progress
Karachi, Pakistan	Pakistan International Fair	10/12-11/20	Machines in the Service of Man
Lagos, Nigeria	Nigerian International Trade Fair	10/27-11/18	New Skills—New Tools—New Markets
Buenos Aires, Argentina	U. S. National Exhibition	10/13-11/4	Partners for Progress

ATTENTIVE AUDIENCE: Visitors at the International Trade Fair in Poznan, Poland, hear an explanation of the earth moving equipment displayed by an American manufacturer. U.S. firms who exhibited machines in the construction and mining equipment display reported significant interest by fairgoers.

Finland

Helsinki

Sept. 21-30. Finnish Int'l Trade Fair. General. Helsinki-Toolo.

France

Besancon

Sept. 6-17. Int'l Timepiece Exhibition. Chambre de Commerce, 54 Grande rue.

Bordeaux

June 13-24, 1963. Int'l Trade Fair. General. 12 place de la Bourse.

Cannes

Aug. 4-15. Int'l Nautical Exhibition. Port Debelly, Paris 16, eme.

Lille

April 20-May 5, 1963. Int'l Trade Fair. General. Grand Palais.

Lyon

Feb. 17-24, 1963. Int'l Toy Salon. Palais des Congres.

Marseille

Sept. 20-Oct. 1. Int'l Trade Fair. General. Sept. 19-30, 1963. Int'l Trade Fair. General. Parc Chanot.

Metz

Sept. 26-Oct. 7. Int'l Trade Fair. General. Oct. 2-13, 1963. Int'l Trade Fair. General. 1 avenue de l'Amphitheatre.

Montpellier

Oct. 11-21. Int'l Vine and Wine Fair. Wine and equipment. 11 bis rue de la Loge.

Paris

Sept. 8-13. Int'l Leather Week. Commissariat General, 2 rue Edouard VII.
Sept. 9-12. Int'l Confectionery Show. 48 avenue de Villiers, Paris 17, eme.
Sept. 10-17. Commercial and Professional Exhibition of Art Workshops. 13 rue des Petites Ecuries.
Sept. 13-24. Radio and Television Exhibition. S.D.S.A., 23 rue de Lubeck.
Sept. 15-24. Int'l Food Machinery Exhibition. 42 rue du Louvre.
Sept. 28-Oct. 14. Int'l Nautical Exhibition. Bateau de Salon Nautique, Port Debilly.
Oct. 4-14. Int'l Automobile and Cycle Show. Grand Palais Porte J.
Oct. 6-15. Int'l Food Week. 42 rue du Louvre.
Oct. 6-15. Trade Equipment Show. 42 rue du Louvre.
Oct. 11-22. Int'l Technical Exhibition of Hotel and Catering Equipment. 13 rue de Liege.
Oct. 12-21. Int'l Office Equipment Fair. 6 place de Valeis.
Nov. 6-12. Int'l Dairy Equipment Show. 28 rue Louis-le-Grand.
Nov. 10-13. Camping and Sporting Goods Exhibition. 149 rue Saint-Honoré.
Nov. 10-19. Int'l Bottling Equipment and Related Industries Exhibition. 28 rue Louis-le-Grand.
Nov. 12-17. Women's Ready to Wear Show. 35 rue Etienne-Marcel.
Nov. 12-18. Int'l Clothing and Knitwear Industries Equipment Show. 40 rue de Colisee.
Nov. 16-24. Int'l Packaging Exhibition. 40 rue Louis-le-Grand.
Jan. 23-28, 1963. Int'l Furniture Fair. 22 avenue Franklin Roosevelt.
Feb. 6-12, 1963. Int'l Exhibition of Electronic Components, Tubes, and Accessories. 23 rue de Lubeck.
Feb. 25-March 17, 1963. Domestic Arts Exhibition. 15 avenue de la Div, Leclerc.
March 5-10, 1963. Int'l Agricultural Machinery Show. 95 rue Saint Lazaré.
May 23-June 3, 1963. Int'l Trade Fair. General. 23 rue Notre Dame des Victoires.

Strasbourg

Sept. 1-16. European Fair. General. Sept. 7-22, 1963. European Fair. General. 9 rue Brulee.

Germany

Berlin

Sept. 22-Oct. 7. German Industries Exhibition. General. Berliner Ausstellungen, Masurenalle 5-15. ★
Oct. 26-Nov. 4. Restaurant and Catering Conference and Food Exhibition. Berlin-Charlottenburg 9, Masurenalle 5-15.
Jan. 25-Feb. 3, 1963. Agricultural Machinery Fair—"Greenweek." Masurenalle 5-15.
March 3-24, 1963. Int'l Boat Show and Water Sports Exhibition. Hammarskjoldplatz 1-7.

Cologne

July 7-15. Int'l Dental Exhibition. Borsenstrasse 8-10, Borse, Frankfurt.
Aug. 25-27. Men's Fashion Week. Men's and boys' clothing. Messe-und Ausstellungs G.m.b.H.
Oct. 6-14. Hotel and Restaurant Trade Exhibition. Messe-und Ausstellungs G.m.b.H., Postfach 140.
Oct. 18-21. Int'l Lingerie and Foundations Garments Trade Fair. Messe-und Ausstellungs G.m.b.H., Postschliebfach 140.
Nov. 4-7. Int'l Fair for Sporting Goods, and Camping Requirements. Koeln-Deutz, Postfach 140.
Jan. 11-14, 1963. Int'l Trade Fair for Baby Goods—BABY MESSE. Verband der Kinderwagenindustria und verwandter Zweige.
March 16-24, 1963, Int'l Photographic and Motion Picture Exhibition—

PHOTOKINA. Messe-und Ausstellungs G.m.b.H., Cologne-Deutz.

June 26-30, 1963. Int'l Furniture, Upholstery, and Wood Processing. Industries Suppliers Fair. Biennial. Messe-und Ausstellungs G.m.b.H., Postscheiebfach Nr. 1.

Sept. 13-15, 1963. Int'l Trade Fair—Household Goods & Hardware. Messe-und Ausstellungs G.m.b.H., Koeln-Deutz.

Sept. 28-Oct. 6, 1963. General Provisions and Fine Foods Exhibition—ANUGA. Biennial. Messe-und Ausstellungs, G.m.b.H., Messengelande.

Dortmund

Aug. 24-Sept. 9. Exhibition of Prefabricated Houses. Westfalenhalle, Rheinlanddamm 200.

Duesseldorf

Sept. 1-9. Int'l Foundry Trade Fair—GIFA. North West German Exhibition Co., Ehrenhof 4.

Sept. 23-26. Sales and Fashion Week of the Ladies' Outer Garments Industry—IGEDO. Jagerholfstrasse 19-20.

Sept. 30-Oct. 2. German Footwear Samples Display. Nordwestdt Austellungs G.m.b.H., Messegelande.

May 5-13, 1963. Int'l Packaging and Confectionery Machinery Fair—INTERPACK. North West German Exhibition Co., Ehrenhof 4.

Oct. 19-27, 1963. Int'l Plastics Fair. North West German Exhibition Co., Ehrenhof 4.

Frankfurt

Sept. 2-6. Frankfurt Int'l Fair. General. Messe-Amt Frankfurt/Main, Festhalle.

Sept. 2-25. Int'l Book Fair. Borsenverein des Deutschen Buchhanldes, Gr. Hirschgraben 17-19.

Sept. 26-30. Int'l Cycle and Motorcycle Exhibition. Biennial. Freidrich-Ebert-Anloge 57.

Dec. 4-7. Interstoff Fair. Clothing. Messe-und Ausstellungs G. m. b. H., Friedrich-Ebert-Anloge 57.

Jan. 11-14, 1963. Garden Furniture Fair. Messe-und Ausstellungs, G.m.b.H., P.O. Box 140, Cologne.

Feb. 17-21, 1963. Frankfurt Int'l Trade Fair. General. Messe-Amt Frankfurt/Main, Festhalle.

April 25-28, 1963. Frankfurt Fur Fair. Messe-und Ausstellungs, G.m.b.H. Friedrich-Ebert-Anlage.

May 21-24, 1963. Interstoff Fair. Clothing. Nov. 26-29, 1963. Interstoff Fair. Clothing. Messe-und Ausstellungs G.m.b.H., Friedrich-Ebert-Anlage 57.

Hamburg

Aug. 24-Sept. 2. Int'l Food and Delicatessen Exhibition—LEFA. Planten un Blumen, Ausstellungspark der Hansestadt.

Sept. 20-23. Int'l Druggists' Exhibition—INDROFA. Planten un Blumen, Ausstellungspark der Freien und Hansestadt.

April 26-Oct. 13, 1963. Technique in Horticulture. Planten un Blumen, Austellungspark der Freien und Hansestadt Hamburg, Am Dammtor.

Hannover

April 28-May 7, 1963. German Industries Fair. General. Messegelaende.

Leipzig

Sept. 2-9. Leipzig Int'l Fair. General. Hainstrasse 18.

Munich

Sept. 21-30. Int'l Exhibition of Groceries and Fine Foods—IKOFA. Theresienhohe 14.

March 16-24, 1963. German Construction Machine Exhibition—BAUMA. Munchen 12, Theresienhohe 18.

April 15-May 3, 1963. Int'l Exhibition of Gastronomy and Tourism—IGAFA. Verein Ausstellungspark Munchen e.V., Theresienhohe 14.

May 16-26, 1963. Int'l Small Enterprise Fair. Handicrafts. Verein fur Handewerks-Ausstellungen und Messen, Theresienhohe 14.

Sept. 19-29, 1963. Hunting, Forest and Wood Exhibition. Theresienhohe 14.

Nuernberg

Feb. 10-15, 1963. Int'l Toy Fair. 24 Berliner Platz.

Offenbach

Sept. 1-6. Int'l Leather Goods Fair. Kaiserstrasse 110.

Stuttgart

Oct. 26-Nov. 4. Hotel and Restaurant Exposition. Am Kochenhof 16, P.O. Box 990.

Great Britain

Birmingham

Jan. 18-26, 1963. Motorists' Fair. 71 Broad St.

Brighton

Aug. 24-Sept. 1. Southern Brewers and Allied Trades Exhibition. Publicity, Ltd., Viceroy House, 25 Ship St.

Jan. 27-Feb. 1, 1963. British Toy Fair. 94 Hatton Garden, London, E.C. 1.

Farnborough

Sept. 3-9. Flying Display and Exhibition. Society of British Aircraft Constructors, 29 King St., St. James' London.

Harrogate

July 10-12. Great Yorkshire Show. Agriculture. Cliftonfield, Shipton Rd., York.

Sept. 10-13. Northern Floor Coverings Fair. Commonwealth House, 1-19 New Oxford St., London, W.C. 1.

Sept. 13-20. Northern Antique Dealers' Fair. The Royal Hall.

Jan. 12-18, 1963. Int'l Toy Fair. Finsbury Court, Finsbury Pavement, London E.C. 2.

London

July 16-21. Laundry, Dry Cleaning and Allied Trades Exhibition. F.W. Bridges & Sons, Ltd., Grand Bldgs., Trafalgar Square.

Aug. 14-25. Boy's and Girl's Exhibition. 1-19 New Oxford St.

Aug. 21-Sept. 1. British Radio and Television Exhibition. The Radio Industry Council, 59 Russell Square.

Aug. 27-31. Int'l Watch and Jewelry Trade Fair. Commonwealth House, 1-19 New Oxford St.

Aug. 28-Sept. 12. British Food Fair. 10 Mount Row.

Sept. 4-28. Flowers and Gardens Fair. Commonwealth House, 1-19 New Oxford St.

Sept. 7-22. Int'l Handicrafts, Homecrafts and Hobbies Exhibition. Link House Publications, Ltd., 24 Store St.

Sept. 21-29. Int'l Commercial Motor Transport Exhibition. Society of Motor Manufacturers and Traders, Ltd., 148 Piccadilly.

Sept. 26-Oct. 5. Heating, Ventilating and Air Conditioning Exhibition. Industrial Exhibitions, Ltd., 9 Argyll St.

Oct. 1-4. Fashion in Footwear Exhibition. 1-19 New Oxford St.

Oct. 1-4. "Shoes for Spring" Exhibition. Footwear Manufacturers Federation, 22 Gilbert St.

Oct. 1-10. Gauge and Tool Exhibition. Standbrok House, Old Bond St.

Oct. 1-10. Business Efficiency Exhibition. 11 Dowgate Hill, Cannon St.

Oct. 3-13. Antique Dealers' Fair and Exhibition. 38 Parliament St.

Oct. 16-19. Food Packaging Exhibition. 6 London St.

Oct. 17-27. Int'l Motor Exhibition. Society of Motor Manufacturers and Traders, Ltd., 148 Piccadilly.

Oct. 23-26. Dairy Show. 17 Devonshire St.

Nov. 10-17. Int'l Cycle and Motorcycle Show. Biennial. The Towers, Warwick Rd., Conventry, England.

Nov. 12-16. Medical Exhibition. 194-200 Bishopsgate.
Nov. 12-17. Public Works and Municipal Services Congress and Exhibition. The Municipal Agency, Ltd., 70 Victoria St.
Dec. 3-7. Smithfield Show and Agricultural Machinery Exhibition. 148 Piccadilly.
Jan. 2-12, 1963. Int'l Boat Show. Ship & Boat Builders' National Federation, 23 Knights Bridge.
Jan. 8-19, 1963. National Camping and Outdoor Life Exhibition. 35 Old Kent Rd.
Jan. 28-Feb. 9, 1963. British Furniture Exhibiiton. 17 Berners St.
Feb. 11-14, 1963. Int'l Industrial Lubrication Exhibition. 3 Racquet Ct., Fleet St.
April 1-5, 1963. Dairy Engineering Exhibition. 623/4 Grand Bldgs., Trafalgar Square.
April 23-May 2, 1963. London Int'l Engineering Exhibition. 641 Grand Bldgs., Trafalgar Square.
May 13-18, 1963. Int'l Photo Fair. 52 Grafton Way.
May 15-18, 1963. Int'l Refrigeration and Air Conditioning Exhibition. 1 Crane Ct., Fleet St.
May 20-24, 1963. Int'l Industrial Finishes Exhibition. 97 Old Brompton Rd.
May 21-24, 1963. British Radio and Electronic Component Show. Biennal. 21 Totahill St., Westminster.
May 27-31, 1963. Int'l Hospital Equipment and Medical Services Exhibition. Contemporary Exhibitions, Ltd., 40 Gerrard St.
June 12-22, 1963. Int'l Plastics Exhibition. Lliffe Exhibitions, Ltd., Dorset House, Stamford St.
July 16-27, 1963. Int'l Printing Machinery and Allied Trades Exhibition. F. W. Bridges & Sons, Ltd., Grand Bldgs., Trafalgar Square.
Sept. 4-12, 1963. Int'l Packaging Exhibition. Provincial Exhibitions, Ltd., City Hall Deansgate, Manchester 3.
Sept. 28-Oct. 3, 1963. Int'l Bakers' and Confectioners' Exhibition. The Trades' Markets & Exhibitions, Ltd., 623 Grand Bldgs., Trafalgar Square.
Nov. 13-27, 1963. Building Exhibition. Buildings Trades Exhibition, Ltd., 11 Manchester Square.

Manchester

Sept. 19-28. Int'l Factory Equipment Exhibition. 1-19 New Oxford St., London, W.C. 1.
March 12-31, 1963. Brighter Homes Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate, Manchester. May 1-11, 1963. Int'l Homes Exhibition. Seemore Exhibitions, Ltd., 412 Tottington Rd., Bury, Lancashire.

Preston

Sept. 27-Oct. 6. Modern Home Exhibition and Food Fair. 11 St. Wilfrid St.

Greece

Salonika

Sept. 2-23. Int'l Fair of Thessalonika. General. Sept. 1-22, 1963. Int'l Fair of Thessalonika. General. Thessalonika. ★

Indonesia

Djakarta

Sept. 15-Oct. 15. Djakarta Int'l Trade Fair. General. Chamber of Commerce and Industry.
Oct. 1-Nov. 1 "All United States" Fair. Office of International Trade Fairs, U.S. Department of Commerce, Washington 25, D.C. ★

Israel

Tel Aviv

June 5-July 5. Near East Int'l Fair. General. Near East Exhibition Co., Ltd., P.O.B. 3259.

Italy

Bari

Sept. 9-24. Int'l Levant Fair. General.
Sept. 7-22, 1963. Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

Bolzano

Sept. 14-24. Int'l Sample Fair. General. C. P. 297, Via Roma.

Busto Arsizio

Sept. 22-Oct. 1. Int'l Cotton, Artificial & Synthetic Fibers, Chemical & Textile Machinery Exhibition. 1 Via Mameli.

Florence

Sept. 1-9. Samples Exhibit of Footwear, Leather Goods & Leather. 9 Via Valfonda.
Sept. 16-Oct. 16, 1963. Int'l Market-Exhibit of Antiques. Int'l Market-Exhibit of Antiques.

Messina

Aug. 5-20. Int'l Samples Fair. General. Viale della Liberta.

Milan

Oct. 6-15. Italian Machine Tool Exposition. Biennal. Italian Machine Tool Manufacturers Assn., Via Palestro 22.
April 12-25, 1963. Int'l Samples Fair. General. Segreteria Generale della Fiera di Milano, Via Domodossola.
Oct. 4-13, 1963. European Machine Tool Exhibition. Italian Machine Tool Manufacturers Assn., Via Palestro 22.

Naples

June 28-July 14. Housing, Home Furnishings and Clothing Fair. Housing, Home Furnishings and Clothing Fair, Naples.

Padova

May 29-June 13, 1963. Int'l Samples Fair. General. Fiera di Padova, Via N. Tommaseo 59.

Palermo

May 25-June 9, 1963. Int'l Mediterranean Fair. General. Fiera del Mediterraneo Campionaria.

Parma

Sept. 20-30. Int'l Exposition of Food Products Equipment. Food machinery, containers, packaging. Sept. 20-30, 1963. Int'l Exposition of Food Products Equipment. Food machinery, containers, packaging. Ente Autonoma Mostra Delle, Conserve Alimentari, Via Cavestro 3.

Trieste

June 21-July 5. Int'l Trade Fair. General. June 21-July 5, 1963. Int'l Trade Fair. General. Ente Fiera Campionari Viale Ippodroma 18.

Turin

Sept. 22-Oct. 4. Int'l Technical Exposition. Via Massena 20.
Oct. 13-18. Int'l Clothing Exhibition. Ente Italiano della Moda, Corso Massimo d'Azeglio 15.
Oct. 31-Nov. 11. Int'l Motor Show. Corso Galileo Ferraris 61.

Verona

March 10-19, 1963. Int'l Agricultural Fair. Agricultural machinery, equipment and horse show. Fiera di Verona, Piazza Bra.

Vigevano

Sept. 15-23. Int'l Shoe Fair. Ente Fiera e Tourismo, Palazzo del Comune.

Japan

Osaka

Oct. 10-21. Japan Int'l Machine Tool Fair. Osaka Int'l Trade Fair Commission, Honmachibashi, Higashi-ku.

Jordan

Jubeiha

Aug. 8-26. Agricultural and Industrial Fair. Ministry of Agriculture.

Kenya

Nairobi

Sept. 26-29. Royal Agriculture Show.

HELSINKI, FINLAND: Finnish visitors to "Amerikka Tanaan", the United States Industries Exhibition, examine the stitching produced on a sewing machine made by an American manufacturer. At left, a bi-lingual student, who served as a translator-demonstrator at the exhibition, answers questions.

Royal Agriculture Society of Kenya, P.O. Box 30176.

Luxembourg

Luxembourg

Sept. 1-10. Furniture Fair. Association des Patrons-Menuisiers du Grand Douch de Luxembourg, 41 rue Glesener.

May 23-June 2, 1963. Int'l Trade Fair. General. Halls d'Exposition.

Malaya

Kuala Lumpur

Aug. 22-Sept. 2. Radio and Television Exposition. Ministry of Information & Broadcasting, Brockman Rd.

Malta

Valletta

July 1-15. Int'l Trade Fair. General. Malta Trade Fair Corp.

Morocco

Casablanca

April 25-May 12, 1963. Casablanca Int'l Fair. General. rue Jules Mauran.

Netherlands

Amsterdam

Feb. 7-17, 1963. Int'l Exhibition of Commercial Vehicles. Europlein 8.

The Hague

Sept. 28-Oct. 9. Ideal Home Exhibit. Damesbeurs van de Dameskroniek, Maurilskade 49.

Utrecht

Sept. 3-7. ROKA Foodstuff Exhibition. 132 Nieuwe Binnenweg, Rotterdam.

Sept. 10-8. Int'l Trade Fair. General. Vredenburg.

Oct. 18-25. "Macroplastic" Int'l Plastics Fair. Vredenburg.

Nov. 21-28. "Machevo" Machinery and Equipment Fair. Biennial. Vochema, Royal Netherlands Industries Fair.

Nigeria

Lagos

Oct. 27-Nov. 18. Nigerian Industrial Exhibit. General. Federal Ministry of Commerce & Industry. ★

Norway

Oslo

Sept. 4-15. Int'l Industrial Machinery Fair. Maskingrossistenes Forening, 22 Rosenkrantzgaten.

Pakistan

Karachi

Oct. 12-Nov. 20. Pakistan Int'l Fair. General. National Small Industries Corp., PR-1/29, Randal Rd.★

Peru

Lima

Oct. 12-21. Second Int'l Automobile Salon. Av. de la Marina s/n, Aptdo. P.O.B. 4900.

Philippines

Manila

Aug. 17-19. Philippine Travel Show. Philippine Society of Travel Agencies.

Poland

Poznan

June 9-23, 1963. Poznan Int'l Fair. General. ul. Glogowska 14.

Portugal

Lisbon

June 9-23, 1963. Int'l Trade Fair. General. Portuguese Industrial Assn., Avenida de India.

Spain

Barcelona

June 1-20, 1963. Int'l Samples Fair. General. Palacio No. 1, Avenida de la Reina Maria Cristina.

Bilbao

Aug. 11-31. Bilbao Trade Fair. General. Feria de Muestras, Aptdo. 468.

Valencia

May 1-20, 1963. Int'l Samples Fair. General. Llano del Real, 2, Aptdo. N. 476.

Zaragoza

Oct. 2-22. Zaragoza National Samples Fair. General. Director General. 18 Pral., Don Jaime 1.

Surinam

Paramaribo

Oct. 4-15. Surinam Trade Fair. General. Surinam Trade Fair Foundation, Gravenstraat 7.

Sweden

Goteborg

Sept. 1-9. Int'l Exhibit of Household Goods. Goteborg's Merchant Assn., Vasagatan 52.

Nov. 2-11. Int'l Plastic Fair. INTERPLAST. Ostra Torggatan 2, Malmo, Sweden.

May 10-19, 1963. Int'l Swedish Industries Fair. General. Svenska Massan.

Stockholm

Aug. 29-Sept. 9. St. Erik's Fair. General. Aug. 28-Sept. 8, 1963. St. Erik's Fair. General. Lindingovagen 16-18.

Switzerland

Basel

Oct. 15-20. ILMAC—Int'l Congress and Exhibition of Laboratory, Measurement and Automation Techniques in

Chemistry. Swiss Industries Fair, Basel 21.
April 20-30, 1963. Swiss Industries Fair. General. Swiss Industries Fair, Basel 21.

Geneva

Oct. 24-Nov. 4. Ideal Home Exhibition. 1 rue du Temple Case Postale.

Lausanne

Sept. 8-22. Swiss National Autumn Fair. General. Lausanne Tourist Office, 7 Avenue.

Zurich

Sept. 27-Oct. 7. Swiss Import Exhibition. General. ZUESPA, Nordstrasse 20.

Syria

Damascus

Aug. 23-Sept. 20. Damascus Int'l Fair. General. ★ Aug. 20-Sept. 24, 1963, Damascus Int'l Fair. General. 187 Baghdad Ave.

Tunisia

Tunis

Oct. 19-Nov. 4. Tunis Int'l Fair. General. Esplanade Mohamed V.

Turkey

Izmir

Aug. 20-Sept. 20. Izmir Int'l Fair. General. ★ Aug. 20-Sept. 20, 1963. Izmir Int'l Fair. Kulturpark.

Union of South Africa

Johannesburg

April 2-15, 1963. Rand Easter Show and Industrial Exhibition. General. Witwatersrand Agricultural Society, Showgrounds, Milner Park.

Yugoslavia

Belgrade

Oct. 13-21. "Fashion in the World" Clothing Fair. Beograd Bulevar Vojvode Misica 14.
May 22-June 5, 1963. Int'l Technics and Technical Achievements Fair. Bd. Vojvode Musica 14.

Leskovac

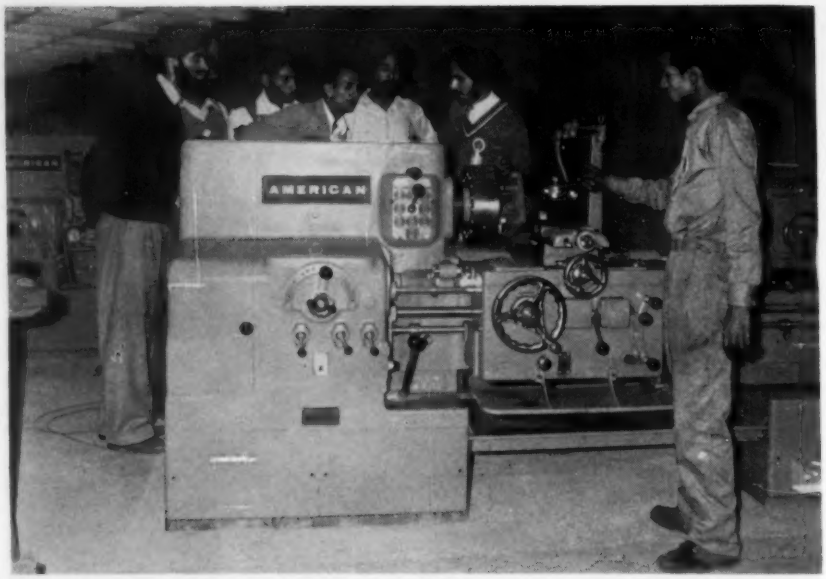
July 1-10. Int'l Textiles and Textile Machinery Fair. Leskovac, Bore Slankovica, St. No. 5.

Ljubljana

Sept. 1-9. Int'l Wine Fair. Gospodarsko Razstavisce, Titova 50.
Oct. 13-21. Int'l Radio and Telecommunications Fair. Gospodarsko Razstavisce Titova 50.

Zagreb

Sept. 8-23. Int'l Trade Fair. General. ★ 25 Savska cesta. April 12-21, 1963. Int'l Trade Fair, Sept. 7-22, 1963. Int'l Trade Fair. 25 Savska cesta.



IN NEW DELHI: Indian fairgoers examine a lathe made in America and demonstrated at the Indian Industries Fair in New Delhi. More than 2,300,000 people visited the American exhibit which ran for a month and a half. The theme, carried out in all U.S. exhibits, was "Industry in the service of man".

United States

July 8-12. Independent Housewares Fair, Chicago. Independent Housewares Exhibition, Inc., 8 S. Dearborn St.
July 8-13. New York Lamp Show, New York. 220 5th Ave., New York 1, N.Y.
July 9-13. National Housewares Exhibit, Chicago. Nat'l Housewares Manufacturers Assn., 1130 Merchandise Mart, Chicago 54, Ill.
July 17-19. Western Packaging and Materials Handling Exposition, San Francisco. Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N.Y.
July 22-25. New Orleans Gift & Jewelry Show, New Orleans. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.
July 25-29. Int'l Sound Industry Fair, Detroit. International Sound Fair, 333 E. 46th St., New York 17, N.Y.
July 25-Aug. 12. Chicago Int'l Trade Fair, Chicago. 30 W. Monroe St., Chicago 3, Ill.
Aug. 6-10. National Notion & Novelty Show, New York. Statler-Hilton, Room 112, New York, N.Y.
Aug. 12-15. Gift, China, Glass and Stationery Show, Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.
Aug. 26-29. Minneapolis Gift & Jewelry Show, Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.
Aug. 26-29. Denver Gift & Jewelry Show, Denver. Trade Shows, Ltd., 3510 Council St., Los Angeles 4, Calif.
Sept. 2-5. Miami Gift & Jewelry Show, Miami. Falls Bldg., 68 Park Lane, Memphis, Tenn.
Sept. 2-6. Allied Gift & Jewelry Show, Dallas. Allied Exhibitors, Inc., 3832 Wilshire Blvd., Los Angeles 5, Calif.
Sept. 8-16. International Food Congress, New York. 527 Madison Ave., New York 22, N.Y.
Sept. 10-13. Industrial Building Exposition and Congress, New York. Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N.Y.
Sept. 10-13. Instrument-Automation Conference and Exhibit, Cleveland. 3443 S. Hill St., Los Angeles 7, Calif.
Sept. 14-17. National Boating Trade Show, Chicago. American Shows, Inc., 30 N. LaSalle St., Chicago 2, Ill.
Sept. 15-23. Eastern States Exposition, Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass.
Sept. 16-23. Aerospace—Annual Convention of Air Force Assn., Las Vegas. 1901 Pennsylvania Ave., NW., Washington 6, D.C.
Sept. 17-20. American Hospital Assn. Exhibition, Chicago. 840 N. Lakeshore Dr., Chicago 11, Ill.
Sept. 21-25. American Meat Institute Convention and Exhibition, Chicago.

59 E. Van Buren St., Chicago 5, Ill.

Sept. 21-29. Mid-South Fair, Memphis. Memphis 14, Tenn.

Sept. 21-30. Houston International Trade and Travel Fair, Houston. Int'l Trade & Travel, Inc., Suite 333, Shamrock Hilton, Houston, Texas.

Sept. 22-25. National Stationery & Office Equipment Show, Chicago. 740 Investment Bldg., Washington 5, D.C.

Sept. 22-27. Philadelphia Gift Show, Philadelphia. Donald C. Little Management, 220 Fifth Ave., New York 1, N.Y.

Sept. 22-29. Oklahoma State Fair, Oklahoma City. P.O. Box 5026, Oklahoma City, Okla.

Sept. 23-25. Phoenix Gift & Jewelry Show, Phoenix. Trade Shows, Ltd., 3510 Council St., Los Angeles 4, Calif.

Sept. 23-27. Int'l Congress of Accountants, New York. 270 Madison Ave., New York 16, N.Y.

Sept. 24-27. American Mining Congress, San Francisco. Ring Bldg., Washington 6, D.C.

Sept. 24-28. National Hardware Show, New York. National Hardware Show, Inc., 331 Madison Ave., New York 17, N.Y.

Sept. 28-Oct. 1. Marine Trades Exhibition, Chicago. Outboard Boating Club of America, 307 N. Michigan Ave., Chicago 1, Ill.

Oct. 1-5. ASTM—American Society for Testing Materials, Los Angeles. 1916 Race St., Philadelphia 3, Pa.

Oct. 6-21. Texas Int'l Trade Fair, Dallas. State Fair of Texas, Box 7755, Dallas 26, Texas.

Oct. 7-12. Int'l Brewing Industries Exposition, Chicago. 440 N. Wells St., Chicago 10, Ill.

Oct. 8-10. National Electronics Conference and Exhibit, Chicago. 2533 N. Ashland Ave., Chicago, Ill.

Oct. 13-16. National Automatic Merchandising Association Convention & Exhibition, San Francisco. 7 S. Dearborn St., Chicago 3, Ill.

Oct. 15-18. Instrument-Automation Conference and Exhibition, New York. Instrument Society of America, 313 Sixth Ave., Pittsburgh 22, Pa.

Oct. 20-23. Building Materials Exposition, Chicago. Suite 302, Ring Bldg., 18th and M Sts., NW., Washington 6, D.C.

Oct. 21-24. Produce Packaging Exposition, Philadelphia. P.O. Box 29, Newark, Del.

Oct. 21-25. National Association of Men's Sportswear Buyers, New York. 350 Fifth Ave., New York 1, N.Y.

Oct 23-27. Metals Show, Detroit. Metals Park, Novelty, Ohio.

Oct. 28-Nov. 2. Dairy Industries Exposition, Atlantic City. 1145 19th St., NW., Washington 6, D.C.

Nov. 5-9. National Metal Exhibition, Chicago. American Society for Metals, 7301 Euclid Ave., Cleveland 3, Ohio.

Nov. 12-15. Int'l Soft Drink Industry Exposition, Atlantic City. Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N. Y.

Nov. 12-15. American Bottlers Convention, Atlantic City. American Bottlers of Carbonated Beverages, 1128 16th St., NW., Washington 6, D.C.

Nov. 14-16. Material Handling Institute, Southwest Show, Dallas. Suite 759, One Gateway Center, Pittsburgh 22, Pa.

Nov. 26-29. Atom Fair, Washington, D.C. Atomic Industrial Forum, Inc., 850 Third Ave., New York 22, N.Y.

Nov. 26-30. National Exposition of Power and Mechanical Engineering, New York. Int'l Exposition Co., Grand Central Palace, New York 17, N.Y.

Dec. 6-9. Commercial Laundry & Dry Cleaning Machinery, Supplies and Affiliated Lines, Miami Beach. 1180 Raymond Blvd., Newark 2, N.J.

Dec. 11-14. Agricultural Engineering Exposition, Chicago. Hanson & Shea, Inc., One Gateway Center, Pittsburgh 22, Pa.

Dec. 12-16. National Association of Home Builders, Chicago. 140 S. Dearborn St., Chicago 3, Ill.

Dec. 26-31. Annual Exposition of Science and Industry, Philadelphia. 1515 Massachusetts Ave., NW., Washington 5, D.C.

U. S. 1963 Fairs

Jan. 7-18. Int'l Home Furnishings Market, Chicago. 666 Lake Shore Dr., Chicago 11, Ill.

Jan. 9-20. National Motor Boat Show, New York. 420 Lexington Ave., New York 17, N.Y.

Jan. 13-18. National Glass & China Show, Chicago. Shea Expositions Corp., One Gateway Center, Pittsburgh 22, Pa.

Jan. 14-18. National Housewares Exhibit, Chicago. National Housewares Manufacturers Assn., 1130 Merchandise Mart, Chicago 54, Ill.

Jan. 20-24. National Sporting Goods Assn., Chicago. 716 Rush St., Chicago 11, Ill.

Jan. 28-31. Electrical Engineering Exhibition, New York. H. F. Griebe, Reber-Friel Co., 117 S. 17th St., Philadelphia, Pa.

Jan. 28-31. National Auto Accessories Exposition, New York. Automotive Accessories Manufacturers of America, 1 Bala Ave., Bala-Cynwyd, Pa.

Feb. 10-12. Gift, China, Glass & Stationery Show, Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

Feb. 11-14. Int'l Heating & Air-Conditioning Exposition, New York. Int'l Exposition Co., 480 Lexington Ave., New York 17, N.Y.

Feb. 17-21. Allied Gift & Jewelry Show, Dallas. Allied Exhibitors, Inc., 3832 Wilshire Blvd., Los Angeles 5, Calif.

March 3-6. Denver Gift & Jewelry Show, Denver. Trade Shows, Ltd., 3510 Council St., Los Angeles, Calif.

March 10-13. Minneapolis Gift and Jewelry Show, Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

March 10-14. Association for Supervision and Curriculum Development, St. Louis. 1201 16th St., N.W., Washington 6, D.C.

March 15-24. Int'l Sports, Vacation & Travel Show, Los Angeles. 3443 S. Hill St., Los Angeles 7, Calif.

April 19-28. Philadelphia Travel & Vacation Show, Philadelphia. 845 N. Broad St., Philadelphia, Pa.

Apr. 29-May 3. Knitting Arts Exhibition, Atlantic City. Exposition Management, 10 E. 40th St., New York 16, N.Y.

May 7-9. Detroit Business Show, Detroit. 948 Pensbscot Bldg., Detroit 26, Mich.

May 19-23. Confectionery Industries Exposition, Washington, D.C. National Confectionery Assn., 36 S. Wabash, Chicago 3, Ill.

June 2-6. Int'l Office Exposition, Pittsburgh. Willow Grove, Pa.

June 17-27. Int'l Home Furnishings Market, Chicago. 666 Lake Shore Dr., Chicago 11, Ill.

July 21-24. Gift & Jewelry Show, New Orleans. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

Aug. 11-14. Gift, China, Glass & Stationery Show, Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

Aug. 25-28. Minneapolis Gift and Jewelry Show, Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

Aug. 25-28. Denver Gift & Jewelry Show, Denver. Trade Shows, Ltd., 3510 Council St., Los Angeles, Calif.

Sept. 1-5. Allied Gift & Jewelry Show, Dallas. Allied Exhibitors, Inc., 3832

Wilshire Blvd., Los Angeles 5, Calif.
Sept. 14-22. Eastern States Exposition, Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass.
Sept. 16-22. Aerospace—Annual Convention of Air Force Assn., Detroit. 1901 Pennsylvania Ave., NW., Washington 6, D.C.
Sept. 21-28. Oklahoma State Fair, Oklahoma City. P.O. Box 5026, Oklahoma City, Okla.
Sept. 22-25. American Meat Institute Convention and Exhibition, Chicago, Ill. 59 E. Van Buren St., Chicago 5, Ill.
Sept. 23-26. American Hospital Assn., New York. 840 N. Lakeshore Dr., Chicago 11, Ill.
Oct. 5-20. Texas Int'l Trade Fair, Dallas. The State of Texas, P.O. Box 7755, Dallas 26, Texas.
Nov. 2-5. Building Materials Exposition, Chicago. 18th and M Sts., NW., Suite 302, Washington 6, D.C.
Nov. 10-13. Int'l Association of Clothing Designers, Philadelphia. 12 S. 12th St., Philadelphia 7, Pa.
Nov. 17-21. American Bottlers Convention, Dallas. American Bottlers of Carbonated Beverages, 1128 16th St., NW., Washington 6, D.C.
Nov. 18-21. Atom Fair, New York. Exhibit Department, Atomic Industrial Forum, Inc., 850 Third Ave., New York 22, N.Y.
Nov. 18-22. Int'l Automation Exposition Congress, Philadelphia. Richard Rimbach Associates, 845 Ridge Ave., Pittsburgh 12, Pa.
Dec. 2-6. Chemical Industries Exposition, New York. Int'l Expositions Co., Inc., 480 Lexington Ave., New York 17, N.Y.

Specialty fairs

The following list indicates those trade fairs which are listed as other than general, and can be classified as having a major item as a subject for display. Readers will find more detailed particulars on the fairs by referring to the main list, which gives the fairs by country and city.

Agricultural
Brisbane, **Australia;** Perth, **Australia;** Graz, **Austria;** Vancouver, **Canada;** Paris, **France;** Berlin, **Germany;** Hamburg, **Germany;** Harrogate, **England;** London, **England;** Berona, **Italy;** Jubeiha, **Jordan;** and Nairobi, **Kenya.**

Aircraft
Farnborough, **England.**

Air Conditioning
(See Hardware)

Antiques
Harrogate, **England;** London, **England;** and Florence, **Italy.**

Automobile & Cycle
(See Motor Shows)

Boat Shows
(See Nautical)

Book Fairs
Frankfurt, **Germany.**

Bottling & Related
(See Industrial)

Brewers, Allied Trade
Brighton, **England;** and Chicago, **Illinois.**

Chemicals
Dornbirn, **Austria.**

Clothing & Knitwear
(See textiles)

Confectionery
Paris, **France;** and Duesseldorf, **Germany.**

Construction Equipment
Munich, **Germany.**

Dairy Equipment
(See Agriculture)

Dental
(See Medical)

Druggist
Hamburg, **Germany.**

Electronics
Brussels, **Belgium;** Montreal, **Canada;** Paris, **France;** London, **England;** Kuala Lumpur, **Malaya;** Ljubljana, **Yugoslavia;** Detroit, **Michigan;** and Chicago, **Illinois.**

Export and Samples Fair
Dornbirn, **Austria**; and Innsbruck, **Austria.**

Engineering Exhibition
Sydney, **Australia;** and London, **England.**

Floor Covering
Harrogate, **England.**

Flowers and Gardens
(See Agriculture)

Food
Berlin, **Germany;** Cologne, **Germany;** Hamburg, **Germany;** Munich, **Germany;** London, **England;** Parma, **Italy;** Utrecht, **Netherlands;** New York, **N.Y.;** Chicago, **Ill.;** Atlantic City, **N.J.;** and Washington, **D.C.**

Food Machinery
Paris, **France;** and Parma, **Italy.**

Foundry
(See Industrial)

Furs
Frankfurt, **Germany.**

Furniture
Paris, **France;** Cologne, **Germany;** London, **England;** and Luxembourg, **Luxemburg.**

STEREO IN AFRICA: An African native listens as an American-made juke box produces, in stereo sound, a familiar song. The scene is the Central African Trade Fair, Bulawayo, South Rhodesia.

Hardware

Montreal, **Canada;** Cologne, **Germany;** London, **England;** and New York, **N.Y.**

Handicrafts, Hobbies

London, **England.**

Heating and Ventilating

(See Hardware)

Hi-fidelity Equipment

(See electronics)

Hotel, Motel, & Restaurant

Stuttgart, **Germany.**

Homes & Household

Sydney, **Australia;** Brussels, **Belgium;** Manchester, **England;** Preston, **England;** Naples, **Italy;** The Hague, **Netherlands;** Goteborg, **Sweden;** Geneva, **Switzerland;** Chicago, **Illinois;** and New York, **New York.**

Industrial

Brisbane, **Australia;** Charleroi, **Belgium;** Toronto, **Canada;** Vancouver, **Canada;** Paris, **France;** Duesseldorf, **Germany;** London, **England;** Manchester, **England;** Milan, **Italy;** Osaka, **Japan;** Utrecht, **Netherlands;** Oslo, **Norway;** Johannesburg, **Union of South Africa;** New York, **N.Y.;** Detroit, **Michigan;** Chicago, **Ill.;** and Atlantic City, **N.J.**

Laundry and Drycleaning

London, **England;** and Miami Beach, **Fla.**

Leather

Paris, **France;** Offenbach, **Germany;** and Florence, **Italy.**

Materials Handling

Toronto, **Canada;** Dallas, **Texas;** and Philadelphia, **Pa.**

Medical

Toronto, **Canada;** Cologne, **Germany;** London, **England;** Chicago, **Ill.;** and New York, **N.Y.**

Mining

Leoben, **Austria;** and San Francisco, **Calif.**

Motor Show

Brisbane, **Australia;** Paris, **France;** Frankfurt, **Germany;** Birmingham, **England;** London, **England;** Turin, **Italy;** Amsterdam, **Netherlands;** and Lima, **Peru.**

Nautical

Melbourne, **Australia;** Cannes, **France;** Paris, **France;** Berlin, **Germany;** London, **England;** Chicago, **Ill.;** and New York, **N.Y.**

DRAWS 750,000 VISITORS: Osaka, Japan, was the scene of this recent exhibit of American processed frozen poultry. "Modern food processing for better living" was the theme of the U.S. exhibition.

Notion and Novelty

(Includes china & glass, gifts & jewelry) New York, **N.Y.;** Memphis, **Tenn.;** Minneapolis, **Minn.;** Denver, **Colo.;** Miami, **Fla.;** Dallas, **Tex.;** Phoenix, **Ariz.;** Chicago, **Ill.;** and New Orleans, **La.**

Office Equipment

Montreal, **Canada;** Toronto, **Canada;** Paris, **France;** London, **England;** Chicago, **Ill.;** and Pittsburgh, **Pa.**

Packaging

Paris, **France;** Duesseldorf, **Germany;** London, **England;** Parma, **Italy;** San Francisco, **Calif.;** and Philadelphia, **Pa.**

Photographic

Cologne, **Germany;** and London, **England.**

Plastics

Duesseldorf, **Germany;** London, **England;** Utrecht, **Netherlands;** and Goteborg, **Sweden.**

Prefabricated Houses

Dortmund, **Germany.**

Printing

London, **England.**

Public Works

London, **England.**

Radio

(See Electronics)

Restaurant and Catering

(See Food)

Shoes and Footwear

London, **England;** Florence, **Italy;** Duesseldorf, **Germany;** and Vigevano, **Italy.**

Sporting Goods

Paris, **France;** Cologne, **Germany;** London, **England;** Los Angeles, **Calif.;** Philadelphia, **Pa.;** and Chicago, **Ill.**

Television

(See Electronics)

Textile, textile machinery

Dornbirn, **Austria;** Aalborg, **Denmark;** Paris, **France;** Cologne, **Germany;** Duesseldorf, **Germany;** Frankfurt, **Germany;** Busto Arsizio, **Italy;** Naples, **Italy;** Turin, **Italy;** Belgrade, **Yugoslavia;** and Leskovac, **Yugoslavia.**

Timepiece Exhibition

Besancon, **France;** London, **England;** and New Orleans, **La.**

Tourism

Munich, **Germany;** Manila, **Philippines;** Los Angeles, **Calif.;** and Philadelphia, **Pa.**

Toys

Lyon, **France;** Nuernberg, **Germany;** Brighton, **England;** and Harrogate, **England.**

Tools of Science, Laboratory Equipment

Sydney, **Australia;** Brussels, **Belgium;** London, **England;** Basel, **Switzerland;** Cleveland, **Ohio;** Los Angeles, **Calif.;** and New York, **N.Y.**

Trade Equipment

(See Industrial Equipment)

Watch and Jewelry

(See Timepieces—also notion & novelty)

Wood Products

Klagenfurt, **Austria;** Cologne, **Germany;** and Munich, **Germany.**

Wine and Equipment

Montpellier, **France;** and Ljubljana, **Yugoslavia.**

No big business monopoly in foreign trade race; 100 markets open to all

Aid in financing; guarantees against losses; extensive marketing information; assistance in locating overseas agents can be provided

by Robert H. Kulka
Special Assistant for Small Business
Agency for International Development

Foreign trade is not a monopoly of big business, though to many smaller manufacturers it may appear to be so. Actually there are many relatively small companies who directly or indirectly are participating in international trade. Nevertheless, there are a great many more small companies that are losing sales and profits, and are not contributing to the upbuilding of our economy through larger world trade.

There are a number of reasons for this failure, some not flattering, such as unawareness of the existence of outside markets, misconceptions, undue fears and puzzlement as to how to go about it.

The Federal government in its urgent efforts to increase foreign trade provides facilities to encourage it. Its program includes aid in financing foreign trade, guarantees against losses in foreign credits and foreign exchange hazards, and also extensive information about foreign markets and other helpful information.

In thinking about foreign markets, the exporter should keep in mind that there are around 90 - 100 such markets which can be explored for marketing opportunities and developments.

To get information

There are various ways of securing information on how to enter the export field, amongst which are:

(a) Writing to the Bureau of International Business Operations, Department of Commerce, Washington 25, D. C. If the manufacturer wishes he can call on their nearest Field Office and have preliminary talks on the matter.

(b) Using the services of a Combination Export Manager—such services can serve to remove the details of shipping documentation, credit and banking arrangements, advertising, correspondence, etc. Arrangements are generally on a yearly basis, as a manager usually insists on a reasonable period of continuity, if he is to expend his time and effort successfully in opening up overseas markets.

The first year or two usually are the most difficult. It usually requires eight to ten months to get properly started and the first shipment into the customers warehouse. Overseas shipments by freight sometimes take three months, as in markets like Burma or India. Big advances are being made by air lines to furnish better service overseas at competitive rates. This may hasten the evolution of the business in certain areas, but it is safer to figure on the eight to ten months period for getting started.

The financial arrangement with the manager depends upon the probable volume to be expected, and also on the world reputation of the manufacturer. If his merchandise is really quickly saleable, and it is not necessary to introduce a new brand name article, the manager may be willing to work on a fixed percentage of sales of about 10 to 15%. In many cases the manager also receives a fee for travel, entertaining and other expenses.

Financing orders

The Export-Import Bank in Washington has now concluded arrangements whereby the exporter can obtain a complete coverage against all risks (including political). All applications for credit for orders are subject to the same scrutiny as when applying for credit for domestic customers. For further information on this subject apply to the field offices of the Department of Commerce or write the Export-Import Bank, Washington, D. C.

The Office of Small Business in the Agency for International Development (AID) is especially interested in giving the small manufacturer immediate opportunities to sell in the foreign markets. Payment is made here by Letters of Credit on U. S. banks. AID is a technical cooperation and financing agency and does only limited purchasing. In general, AID-financed procurement takes place through:

(a) U. S. Government agencies.

(b) Foreign government agencies abroad and in the United States.

(c) Private importers abroad.

(d) U. S. AID Missions.

(e) General contractors, on large projects.

Information concerning purchases of more than $5,000 proposed to be made, as described in (b), (c), (d), and (e) above are published in Small Business Circulars.

The author

has spent more than 30 years in International trade, serving U. S. firms as export manager in more than 80 countries. Prior to his government assignment he was employed as Export Manager for the Fairchild Camera and Instrument Co., Yonkers, N. Y.

Export manager's list

An up-to-date list of U. S. A. Combination Export Managers is available at the Field Offices of the Department of Commerce, or can be purchased from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. This directory is published in 5 volumes, as follows:

Vol. 1	.40	*Food, Feed and Fertilizer*
Vol. 2	.25	*Fuel*
Vol. 3	.75	*Raw Materials and Semi-finished Products*
Vol. 4	$1.00	*Machinery and Vehicles*
Vol. 5	$1.00	*Miscellaneous and Unclassified*

In each directory the name and address of the Combination Export Manager is given and also the names of the firms he already represents and which can serve the manufacturer to apply to for reference as to reliability, performance, etc. It is entirely up to the manufacturer to select the Combination Export Manager of his choice and make his own arrangements with him.

These Circulars contain the necessary information to enable U. S. suppliers to obtain specifications and conditions for bidding.

A considerable portion of AID-financed purchasing takes place through regular commercial channels—meaning that private importers, distributors, and manufacturers abroad purchase their requirements after compliance with Section 201.13 of Regulation I of AID, from suppliers of their choice, always subject to the regulatory conditions. They buy the products of their choice. In other words, this trade is developed in exactly the same way as foreign trade financed with private funds. The main difference is that most sales made under AID financing are paid for in the United States of America by an irrevocable letter of credit issued by an American bank.

Development financing

This office receives inquiries from manufacturers desirous of setting up overseas operations either in partnership with nationals or other countries or as a branch of a U. S. enterprise. Some of the guaranties are against risks of the convertibility of currencies, war risk, expropriation and political risks.

If relieved of these risks which are insurmountable to private investors, the guaranty plan can be a powerful instrumentality to American private enterprise in increasing the production of wealth, expanding employment, raising standards of living, and encouraging the extraction of strategic materials in areas where private capital might not otherwise penetrate, and generally assist in economic development abroad.

The program is administered by AID, and is designed to encourage private U. S. investment in friendly underdeveloped countries.

Must have vision

The U. S. manufacturer will do well to change his attitudes regarding the overseas markets. He must not expect too rapid results. He must have the vision to build for the future on a stable and firm foundation, which includes besides good merchandise, such aspects as friendship, good service, good will, proper export packing and adequate terms.

World markets are expanding—the opportunity is here!

Export expansion requires fostering and nurturing and careful planning, together with foresight and courage. If these factors are kept in mind, the opportunity for a manufacturer to build up a second line of defense against any deterioration of his domestic business, can be realized.

We see all around us evidence of low avidly with which British, Italian, German and other manufacturers are going after the export markets. Also, we see the great success of many U. S. manufacturers, who have properly developed the export markets. More American companies should participate in this trade.

Yours for the asking

Procurement bulletins

These bulletins announce procurement authorizations and contain advance information of procurement, later given in detail in the Small Business Circulars.

Small business circulars

If the procurement is not done by the U. S. Government, the information needed by American firms such as names of buyers, details of goods to be purchased, when, and where, is received and published by the Office of Small Business in its Small Business Circulars.

Small business memos

These memos contain trade and general information of value. In some instances, the terms and conditions for bidding in the various cooperating countries is reproduced as a Small Business Memo.

Award notices

The award notices give the names and addresses of the buyers and the suppliers in AID financed transactions. An important use of the Award Notice is the appraisal of foreign market potentials and the listing of likely prospects for future purchases.

These four publications are available, free, to firms having U. S. addresses, from the Office of Small Business, Agency for International Development, Washington 25, D. C. Telephone ST 3-6400, Extension 2417.

AID has established catalog reference sections in the U. S. AID Missions. A list of all Missions maintaining catalog files is available upon request. Revisions of this list are sent regularly to firms on the Office of Small Business mailing list.

New Books and Reports

Annual No. 6, Copper Industry Report. By the Copper Division, BDSA, U.S. Department of Commerce. 75 cents.

This report gives a statistical picture of foreign trade trends in the copper and copper-base mill and foundry products industry, and is designed to provide marketing background.

The publication brings together data from the division's four quarterly reports, along with supplementary material from earlier years, to aid the industry in comparison and analysis of operations.

Because of the increased interest in the Administration's foreign trade program, the Division has added data on foreign operations on a country-by-country basis, with both quantity and value recorded.

In addition to the export-import data, the report also covers information on supply, consumption and inventories of copper raw materials, and shipments and unfilled orders for copper-base mill and foundry products.

The report is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D. C. Annual subscription to the Copper Industry Report (four quarterly issues plus the annual statistical supplement) is 75 cents (25 cents additional for foreign mailing).

Individual copies may be obtained from the U.S. Department of Commerce, Washington 25, D. C., and its field offices at 15 cents a copy.

Europe at Sixes and Sevens: the Common Market. By Emile Benoit with a foreword by Walter Hallstein, President of the Common Market. No. 40 in the Columbia University Paperback Series. Fall 1962. $1.95.

A detailed analysis of the origin and development of the Common Market and its impact on the U.S., Britain and the European Free Trade Association. The book includes an examination of the U.S. gold crisis as an effect of the decline in the international competitive position of American goods.

Order from the Columbia University Press, 2960 Broadway, New York 27, N.Y.

World Trade Opportunities

Indian alloy steel plant opens for U.S. tenders

Bids are being invited by an Indian government organization for design, supply, erection, and commissioning of machinery and equipment for the alloy steels plant at Durgapur.

A brief description of the equipment included in tender ASP/PUR/GT/2(L)/62 and the price of tender documents are as follows:

Group I, electric melting furnaces, $52.50; Group II, primary rolling mills, $126; Group III, bar and sheet mills, $136.50; Group IV, presses, $47.25; Group V, hammers, $26.25; Group VI, soaking pits and reheating furnaces, $136.50; Group VII, cranes, $105; Group VIII, electric power, $105; Group IX, electric light and distribution, $21; Group X, works transport and materials handling, $99.75; Group XI, miscellaneous, $115.50.

The plant will have an initial annual capacity of 80,000 metric tons of ingots for manufacturing tool, alloy, and special quality steels.

Offers should reach General Manager, Hindustan Steel, Ltd., Alloy Steels Project, Aurovinda Ave., Durgapur 4, West Bengal, before Oct. 15.

Tender documents may be obtained from Hindustan Steel for the amounts indicated above; costs indicated do not include postage.

Weight of complete tender documents, including specifications and drawings, would be about 40 pounds, and foreign air shipping charges must be borne by the applicant.

A copy of the tender documents is available for review at the India Supply Mission, 2532 Mass. Ave., NW., Washington 8, D.C.; a copy of the tender notice containing additional information is available for review at the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

The project will cost reportedly about $105 million; financing not indicated.

Chile invites tenders on water distillation plant

Bids are being invited by Chile for supply and erection of a salt water distillation plant in the port city of Chanaral.

The plant is to have a daily capacity of 1,000 cubic meters of potable water and is to operate on either petroleum or coal.

It should be in operation within 4½ months from the date the contract is signed.

Bids should reach the office of the Ingeniero Jefe del Departamento Relacionador, Seccion Materiales y Adquisiciones, Direccion de Obras Sanitarias, Ministerio de Obras Publicas, Santiago, before 11 a.m. July 20.

Copies of the tender, including plans and specifications, are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Telecommunication supplies wanted by Chile government

Bids are being invited by Chile to furnish and install telecommunications equipment in the province of Chiloe.

The project covers establishment of two 12-channel networks to connect the principal cities and towns of the province, and includes radio links, transmitters, receivers, antennae, single channel extensions to various specified points, and telegraph equipment for certain voice channels.

Bids should reach the office of Comite de Telecommunicaciones of CORFO, Estado 337, Santiago, by July 18.

Copies of the bid invitation, in Spanish, are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Bid date changed in Greece for refrigeration machinery

The Agricultural Bank of Greece has extended the submission date from May 3 to Aug. 2 for procurement and installation of refrigerating machinery at a fruit cold storage plant under construction in Veroia, northern Greece.

Other terms and conditions in tender 1685 remain unchanged. (FCW, Feb. 19, p. 287; May 14, p. 895.)

Greece extends bid date for firefighting vehicles

The Government of Greece has extended from July 17 to Aug. 2 the bid deadline for supply and delivery of 25 firefighting vehicles called for in tender B/336. (INTERNATIONAL COMMERCE, June 18, p. 20.)

Bids invited by India for wheat warehouses

Bids are being invited by India for construction of four flat-type storage warehouses for bulk wheat.

Included in the bid invitation are supply and installation of mechanical handling equipment.

The location, capacity, and India Supply Mission ref. number for each warehouse is as follows:

Borivilli, 120,750 tons, D/ENQ/478; Kanpur, 71,750 tons, D/ENQ/479; Manmad, 82,250 tons, D/ENQ/480; Kalyani, 119,000 tons, D/ENQ/481.

Bids should reach the Superintending Surveyor of Works (Food Wing), Central Public Works Department, New Delhi, by 3 p.m. Sept. 24.

Tender documents, including plans and specifications, may be obtained from the India Supply Mission (I.S.M.), 2536 Mass. Ave., NW., Washington 8, D.C., for $21 each, not refundable.

Refer to appropriate I.S.M. ref. number when requesting documents.

Australia issues tenders for spillway equipment

Australia is inviting tenders, until 2 p.m. Aug. 28, for the manufacture, supply, and delivery of equipment for the Island Bend Dam Spillway.

The equipment includes four 28 ft. 9 in. x 27 ft. 9 in. radial gates with anchors, wall, and still plates, and four hoists and automatic controls for same.

The contract calls for about 160 long tons of fabricated structural steelwork and electrical and mechanical equipment for the hoist and controls.

Tenders will be considered for either or both items.

Plans and specifications are available from the Snowy Mountains Hydroelectric Authority, P.O. Box 332, Cooma North, N.S.W., $2.25 (A£1) a set.

German agency opportunity for measuring device firm

A German firm specializing in measuring, recording, and controlling mechanical sizes (displacement, strain, vibration, and derivative) wishes to expand its line and is interested in agency leading to possible licensing arrangement.

For further details write Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-2381.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (*) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIBO, U.S. Department of Commerce, Washington 25, D.C. The date following the letters WTD refers to the date of issuance of the report.

019 Miscellaneous Commercial Farm Products

Germany

All varieties of starlings, English sparrows, crows; requests price quotations f.o.b. U.S. airports. Vogel- & Tierhandlung Zuepeke (importer, wholesaler, retailer), 28 Herzogring, Voerde/Niederrhein. WTD 4/2/62.

Ireland

Grass, clover seeds; top grade; FIS specifications. McKenzies (importing wholesaler), Agricultural House, Camden Quay, Cork.

200 Foods

Tanganyika

Canned food: Fruits, vegetables, baby food, milk powder. Direct purchase and agency. Dhirajlal & Co. (importing distributor, manufacturer's agent), P.O. Box 58, Dar es Salaam. WTD 6/7/62.

201 Meat Products

Germany

Canned, frozen poultry; requests replies in German only, price quotations c.i.f. Rotterdam or Hamburg. Heinrich Muenstermann (importer, wholesaler, retailer), 11 Hohe Str., Duesseldorf. WTD 6/14/62.

Frozen poultry. Sandstedt & Co. (importing distributor), 35a Lindenhofstr., Bremen. WTD 6/14/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

Citrus fruit and pineapple juices. Union Regionale des Cooperatives Africoles du Midi (U.R.C.A.M.) (importing distributor), 2 rue Jules Ferry, Montpellier (Herault). WTD 6/13/62.

204 Grain Mill Products

Fiji Islands

Long-grain brown unpolished rice, wheat products. Motibhai & Co. (importing distributor), P.O. Box 40, Ba. WTD 8/24/61.

209 Miscellaneous Foods

Austria

Instant coffee, dry soups, instant fruit juices; for vending machines. Direct purchase and agency. "Muenzboy" Dvorak & Co. (importing distributor, manufacturer's agent), 22 Boltzmanngasse, Vienna IX. WTD 1/16/62.

220 Textile Mills Products

Australia

Materials for manufacture of men's neckties; lining for men's ties, belts; requests samples, delivery date, c.i.f. prices in English or Australian currency. H.J. Ross & Co. (manufacturer), 81 George St., Sydney. WTD 6/13/62.

All types of upholstery, furnishing fabrics; upholsterers' sundries. Direct purchase and agency. P. Rowe Pty., Ltd. (importing distributor, manufacturer's agent), 297-99 Castlereagh St., Sydney. WTD 6/12/62. P. Rowe's agent P. M. Pagan, 126 E. 30th St., New York, N.Y.

France

Textile fabrics, nylon fabrics used in shoe manufacturing; requests replies in French only. Direct purchase and agency. Société d'Exploitation des Ets. Veuve Albert Herth (dealer), 14 rue des Messageries, Paris 10e.

Germany

Textile fabrics, edgings for manufacture of lampshades. Direct purchase and agency. G. Glaser (wholesaler), 38 Senner Str., Brackwede/W. WTD 7/25/61.

Rhodesia, Nyasaland

Textile piece goods. Campbell Booker Carter (Central Africa), Ltd. (importing distributor), P.O. Box 350, Kitwe, Northern Rhodesia. WTD 4/29/59.

221 Broad Woven Fabric Mill Products, Cotton

Germany

Cotton fabrics in modern prints for manufacture of ladies' and children's blouses. Gurau & Martius (manufacturer), Langenberg/Rheinland. WTD 6/6/62.

Gibraltar

Printed cotton fabrics. Excelsior Trading Co. (commision agent), 21 Tuckey's Lane.

224 Narrow Fabric, Other Smallwares Mill Products

Netherlands

Ribbon, cord (fancy twines) for gift wrapping. Firma J. P. C. Vreugdenhil (importer, wholesaler), Groothandelsgebouw, 38 Conradstraat, Rotterdam 4.

229 Miscellaneous Textile Goods

Germany

Textiles for shoe manufacturing industry, very good qualities; requests replies from manufacturers only. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent), Postfach 72 or 42 Schloss Strasse, Pirmasens/Pfalz. WTD 1/12/62.

Iran

● Jute filter cloth, 14,000 m., 34 cm. wide, weight per m. 160 g. Samples, bank guarantee 10% of bid price required; bid date not indicated. Iran Chemical & Food Corp., Plan Organization (government identity), Kuche Deghat, Ave. Amol, Tehran.

230 Apparel

Rhodesia, Nyasaland

Men's, women's clothing. Campbell Booker Carter (Central Africa), Ltd. (importing distributor), P.O. Box 350, Kitwe, Northern Rhodesia. WTD 4/29/59.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Austria

Men's cotton pants, blue jeans. Direct purchase and agency. "Muenzboy" Dvorak & Co. (importing distributor, manufacturer's agent), 22 Boltmanngasse, Vienna IX. WTD 1/16/62.

Central African Republic

★★ Wearing apparel for men, primarily shirts, pants. Commerce et Industrie de L'Oubangui et du Tchad, Route de M'Baiki, Bangui.

Chad

★★ Men's clothing, particularly blue jeans. Au Chic Tarisieu, S.A. Ets. Tac-

sin, B.P. 119, Fort Lamy. No commercial information available.

England

Men's sportswear including sports shirts, workwear; lower- and medium-priced field. J. Langdon & Sons, Ltd. (manufacturer, importing distributor), Duke St., Liverpool 1. WTD 5/31/62.

Norway

Work clothing for men: Jeans, cowboy pants, jackets, shirts, shop caps, work gloves with knitted wrists, leather palms. Erling Qvale A/S (manufacturer's agent), 13 Kr. Augustsgate, Oslo. WTD 6/5/62.

233 Women's, Misses', Juniors' Outerwear

Netherlands

Ladies' dresses, coats. N. V. Modejuis Strater (importing distributor), 179-81 Kalverstraat, Amsterdam-C. WTD 12/8/61.

239 Miscellaneous Fabricated Textile Products

Netherlands

Corsage and preprepared bows for gift wrapping. Firma J. P. C. Vreugdenhil (importer, wholesaler), Groothandelsgebouw, 38 Conradstraat, Rotterdam 4.

242 Sawmill, Planing Mill Products

France

Lumber: Redwood, cedar, hemlock, spruce. Société J. Eyquem & Cie. (importer, wholesaler, manufacturer, exporter), 70 Quai Deschamps, Bordeaux-Bastide, Gironde. WTD 6/6/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

France

Wood panels, boards; prefinished hardwood paneling; related lines for home decoration. Direct purchase and agency. Société J. Eyquem & Cie. (importer, wholesaler, manufacturer, exporter), 70 Quai Deschamps, Bordeaux-Bastide, Gironde. WTD 6/6/62.

Chad

★★ Prefabricated homes. Direct purchase and agency. Société Commerciale du Koulou Niari, Fort Lamy.

249 Miscellaneous Wood Products

Germany

Wooden household, kitchen items for gifts; requests prospectus material, price quotations c.i.f. Hamburg. Wilhelm Schmitz (importer, wholesaler, retailer), Postfach 23 or 17 Baeckerstr., Werl/Westf. WTD 6/1/62.

252 Office Furniture

Chad

★★ Medium- to low-priced steel office furniture, filing cabinets. Direct purchase and agency. Au Chic Tarisieu. S.A. Ets. Tacsin, B.P. 119, Fort Lamy. No commercial information available.

★★ Steel office furniture, filing cabinets. Direct purchase and agency. S. A. Georges Abtour, Rue Gabriel Lisette, Fort Lamy. No commercial information available.

264 Converted Paper, Paperboard Products

England

All types of commercial stationery, in particular novelty ideas; improved methods for office use; converted paper, paperboard products. Direct purchase and agency. Benwyn Stationers, Ltd. (importing distributor, manufacturer's agent), 3 Keslake Mansions, Station Ter., London, N.W.10. WTD 6/7/62.

Netherlands

Fancy paper bags for packaging purposes. Firma J. P. C. Vreugdenhil (importer, wholesaler), Groothandelsgebouw, 38 Conradstraat, Rotterdam 4.

265 Paperboard Containers, Boxes

Germany

Transparent cardboard boxes for lampshades. Direct purchase and agency. G. Glaser (wholesaler), 38 Senner Str., Brackwede/W. WTD 7/25/61.

266 Building Paper, Building Board Mill Products

Germany

Unprocessed felt for manufacturing of roofing paper; in uncut rolls weighing 250-300 kg.; width 1.0936 yd. (1 m.); weight per sq. m. (1.1959 sq. yd.) 333 and/or 500 g.; up to 300 tons monthly. Binne & Sohn (manufacturer), Muehlenstr., Pinneberg/Holstein. WTD 2/14/61.

275 Commercial Printing

Germany

Bridge playing cards; low priced. U.J. Jessen & Co. (importing distributor), Ernst-Merck Str. 12-14, Hamburg 1. WTD 4/11/62.

France

★★ Graphic arts. Direct purchase and agency. Mariano Lopez (Universal Graphic), 47 rue de la Concorde, Toulouse.

280 Chemicals

Netherlands

Synthetic and organic dyestuffs, other intermediates. Direct purchase and agency. Chemische Fabriek Triade (importing distributor, exporter), 33 Prins Hendrikstraat, Naaldwijk. WTD 6/13/62.

281 Industrial Chemicals

Central African Republic

★★ Caustic soda. 150-200 metric tons per year for manufacture of soap. Centraco, B.P. 72, Bangui.

Italy

Pigments, supplies for silk screen printing. Angelo Confalonieri (manufacturer), Via dei Cybo 11/B, Milan. WTD 2/6/62.

Chemical products for tanning industry. Nicosia & C. (importing distributor), Via Moscova 40/4, Milan. WTD 2/2/62.

Netherlands

Manganese sulfate. Nationale Cooperatieve Aan-en Verkoopvereniging voor de Landbouw "Centraal Bureau" G.A. (importing distributor, manufacturer, commission merchant), 100 Haringvliet, Rotterdam. WTD 11/15/61.

Venezuela

Chemicals used in textile industry. Direct purchase and agency. J. B. Zotti & Cia. C.A. (importing distributor, manufacturer's agent), Edificio Manapire, Ofc. 26, Residencias Turiba, Urb. Buena Vista, Petare, Estado Miranda. WTD 4/26/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Plastics materials for plastic industry. Direct purchase and agency. Compagnie Centrale des Metaux-Kahn & Cie. (metal worker), 41 rue Auger, Pantin (Seine).

283 Drugs

Cyprus

Pharmaceutical specialties. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Central African Republic

★★ Exterminating products; home, industrial; for rats, mosquitoes, other pests. SOMETIMA, P.O. Box 536, Bangui. Direct purchase and agency. No commercial information available.

Chad

★★ Cosmetics, toilet articles. Compagnie Clafric, B.P. 226, Fort Lamy.

Cyprus

Women's toilet preparations, such as creams, perfumes; men's toilet preparations such as shaving creams, lotions, colognes. Direct purchase and agency. Sophocie Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

285 Paints, Varnishes, Lacquers, Enamels

Austria

Reflective sign coatings, traffic paint, reective striping, fluorescent paints. Direct purchase and agency. Karl Obermayer (importing distributor, manufacturer, manufacturer's agent), Uttendorf/O. Oe.

287 Agricultural Chemicals

England

Fertilizers, organic and inorganic. Clapro, Ltd. (importer, wholesaler), 15a, Coombe Rd., New Malden, Surrey. WTD 1/10/62.

Central African Republic

★★ Fertilizers, insecticides for coffee, banana, cocoa trees. Direct purchase and ageny. SOMETIMA, P.O. Box 536, Bangui. No commercial information available.

France

Fertilizers, insecticides, fungicides, related products for protection, treatment of fruit trees; requests replies in French only. Direct purchase and agency. Maurice Hugonnet (wholesaler, retailer, selling agent, distributor, commission merchant), place Roger Dalthil, Moissac, Tarn-et-Garonne. WTD 6/1/62.

289 Miscellaneous Chemical Products

Italy

Inks for silk screen printing. Angelo Confalonieri (manufacturer), Via dei Cybo 11/B, Milan. WTD 2/6/62.

Viet-Nam

Industrial glue for woodwork, metalwork. Abdul Azeez (importer, retailer), 29 Phu Kiet, Saigon. WTD 6/7/62.

291 Petroleum Refining Products

Syrian Arab Republic

Regular, heavy duty motor oil. Jamous Freres (importer, wholesaler, retailer), P.O. Box 274, Bustan Gul-Ab, Aleppo. WTD 6/13/62.

Tunisia

☆ Heavy fuel oil, approx. 100,000 tons; Bunker C, approx. 3,000 tons. Bid deadline July 31. Monsieur le President Directeur General de l'Office du Commerce de la Tunisie, 13 Rue Sidi Bou Mendil, Tunis. Specifications available at Economic Section, Embassy of Tunisia, 2408 Mass. Ave., N.W., Washington, D.C. ★

299 Miscellaneous Petroleum, Coal Products

Ceylon

● Hydraulic brake fluid, heavy duty, 8,000 imperial gals. in nonreturnable 4-gal. steel containers; bid deadline 10 a.m. Aug. 8. Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo. ★

301 Tires, Inner Tubes

Syrian Arab Republic

Tires, tubes for trucks, cars, buses, agricultural equipment. Jamous Freres (importer, wholesaler, retailer), P.O. Box 274, Bustan Gul-Ab, Aleppo. WTD 6/13/62.

302 Rubber Footwear

Germany

Rubber soles, very good qualities; requests replies from manufacturers only. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent), Postfach 72 or 42 Schloss Strasse, Pirmasens/Pfalz. WTD 1/12/62.

306 Fabricated Rubber Products

France

Flexible pipes, tubes in armored synthetic rubber, with or without unions, for aeronautics. Direct purchase and agency. Equipements Speciaux pour l'Aviation—E.S.P.A. (manufacturer), 30 rue Kleber, Montreuil (Seine). WTD 2/2/62.

Germany

Rubber sheeting for shoe manufacturing industry, very good qualities; requests replies from manufacturers only. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent), Postfach 72 or 42 Schloss Strasse, Pirmasens/Pfalz. WTD 1/12/62.

307 Miscellaneous Plastics Products

Austria

Plastic bathtubs, length approx. 67½ in. Josef Frey (importing distributor), 2 Ischlerstrasse, Ebensee/O.Oe.

Germany

Plastics materials for manufacture of lampshades. Direct purchase and agency. G. Glaser (wholesaler), 38 Senner Str., Brackwede/W. WTD 7/25/61.

Plastics products for shoe manufacturing industry, very good qualities; requests replies from manufacturers only. Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent), Postfach 72, or 42 Schloss Strasse, Pirmasens/Pfalz. WTD 1/12/62.

Netherlands

Small plastic boxes for gift wrapping. Firma J. P. C. Vreugdenhil (importer, wholesaler), Groothandelsgebouw, 38 Conradstraat, Rotterdam 4.

311 Leather Tanning, Finishing Products

France

Leather for manufacture of shoes, clothes, small leather goods such as ladies' handbags, billfolds, briefcases. Direct purchase and agency. Requests replies in French only. Les Successeurs de Gaston Fournier (importer, exporter), 76 bld. Magenta, Paris.

Chromed tanned leather (basan or basil, lamb and sheepskins), various colors for manufacture of leather vests, related garments; tanned natural goatskins, weight 60-65 g. per sq. ft.; requests samples, quotations; requests replies in French only. Maurice Reynaud (manufacturer, wholesaler, exporter), 58 rue Waldeck-Rousseau, Bergerac, Dordogne. WTD 5/25/62. Samples. *

Leathers for manufacture of shoes; requests replies in French only. Direct purchase and agency. Société d'Exploitation des Ets. Veuve Albert Herth (dealer), 14 rue des Messageries, Paris 10e. U.S. agent: Shain & Co., 145 South St., Boston 11, Mass.

Patent leather, splits. Direct purchase and agency. Requests replies in French only. S.A. Jean Enault (importer, exporter, agent, commission merchant), 19 rue Jacques Louvel Tessier, Paris 10e.

Leather for manufacturing shoes, small leather goods such as handbags, billfolds, belts; requests replies in French only. Direct purchase and agency. S. A. Nereco (importer, exporter, commission merchant, agent), 2 rue Gabriel Vicaire, Paris 3e.

Germany

All types of leather for shoe manufacturing, wearing apparel industries; (very good qualities; requests replies from manufacturers only). Guenter Keuchel-Grosshandlung, Import (wholesaler, importer, sales agent), Postfach 72 or 42 Schloss Strasse, Pirmasens/Pfalz. WTD 1/12/62.

313 Boot, Shoe Cut Stock, Findings

France

Findings for manufacture of shoes. Direct purchase and agency. Requests replies in French only. Société d'Exploitation des Ets. Veuve Albert Herth (dealer), 14 rue des Messageries, Paris 10e. U.S. agent: Shain & Co., 145 South St., Boston 11, Mass.

322 Glass, Glassware

Germany

Household, kitchen articles of glass, crystal, colored glass suitable as gifts; requests prospectus material, price quotations c.i.f. Hamburg. Wilhelm Schmitz (importer, wholesaler, retailer), Postfach 23 or 17 Baeckerstr., Werl/Westf. WTD 6/1/62.

Italy

Semifinished glass products: Neutral glass in form of tubes for making pharmaceutical vials. Aurelio Martini, Pirear SpA (manufacturer), Via Casilina 127, Rome.

326 Pottery

Germany

Household, kitchen utensils of porcelain, ceramics, earthenware, hard earthenware or feldspathic ware, for gifts; requests prospectus material, price quotations c.i.f. Hamburg. Wilhelm Schmitz (importer, wholesaler, retailer), Postfach 23 or 17 Baeckerstr., Werl/Westf. WTD 6/1/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Italy

Abrasive paper for tanning industry. Nicosia & Co. (importing distributor), Via Moscova 40/4, Milan. WTD 2/2/62.

331 Blast Furnace, Steel Works, Rolling, Finishing Mill Products

Ceylon

● Mild steel plates, 1,460, 8 ft. x 48 in. various thicknesses from 1/16-5/8 in.; bid deadline Aug. 21. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo. ★

Germany

Ferrosilicium produced in electric furnaces: 10-30%, 10-12%, 14-16%, 18-20%, 20-30% silicon; cast in pigs or standard lumps; 400-500 tons monthly. Carl Lixfeld (importer, wholesaler), 8/10 Fuerst Moritz-Str., Siegen/Westfalen. WTD 5/4/61.

Italy

Pig iron, phosphorous middle; analysis: Ct 3.60%-4.20%, Si 2.50%-3%, Mn 0.60%-0.80%, P 0.40%-0.60%, S 0.05% max.; 2,000 metric tons/shipment. Dominion & Colonial Trading Co. (importer, distributor, broker, commission agent), Via Bellini 14, Rome.

Steel plate for construction of fuel tanks, oil distillation furnaces; various thickness within 0.1970-1.379 in.; various lengths, widths up to 28 and 6 ft. respectively; specifications AQ42 UNI815. Officine David Biffani (manufacturer), Via G.B. De Rossi 32, Rome.

332 Iron, Steel Foundry Products

Italy

Foundry cast hematite; analysis: Ct 3.60%-4.20%, Si 2.50%-3%, Mn 1% max., P 0.10% max., S 0.05% max.; 2,000 metric tons/shipment; hematite cast iron in ingots; analysis: C 4%, Si 2½-3%, Mn 0.8%, P+S 0.10% less. Dominion & Colonial Trading Co. (importer, distributor, broker, commission agent), Via Bellini 14, Rome.

333 Primary Smelting, Refining Nonferrous Metals

France

Raw metals such as lead, tin, antimony for manufacture of alloys. Ets. Bernstein (metalworker), 19 rue J.B. Semanaz, Pre-Saint-Gervais (Seine).

India

☆ Electrolytic zinc, 99.9% pure, approx. 300 metric tons. Required by Superintending Engineer, Procurement Circle, Punjab. Ref. tender S/96/AID/M. U.S. source. Bid deadline Aug. 8. India Supply Mission, 2536 Mass. Ave. N.W., Washington 8, D.C., where tender papers may be obtained free.

342 Cutlery, Handtools, General Hardware

Australia

All types of handtools, builders' hardware. Direct purchase and agency. Australian Hardware Services Pty., Ltd. (manufacturer, manufacturer's agent), 51 Sydney St., Marrickville, N.S.W. WTD 6/3/62.

Handtools. Dreikurs Engineering Supplies Co. Pty., Ltd. (importer, wholesaler), 46 Foster St., Sydney. WTD 4/2/62.

Chad

★★ Thermos bottles, jugs, picnic chests, similar items. S. A. Georges Abtour, Rue Gabriel Lisette, Fort Lamy. No commercial information available.

France

Small industrial handtools of all types, drills, hammers, saws; requests replies in French only. Barbier & Besson (wholesaler, retailer, manufacturer's agent, distributor), 2 blvd. Bonrepos, Toulouse, Haute-Garonne. WTD 4/28/61.

Germany

Handtools of all varieties; requests replies from manufacturers only. Eduard Kemmann (wholesaler, 16264 Hammer Dorfst., Duesseldorf/Hamm. WTD 6/14/62.

Cutlery gift articles; requests prospectus material, price quotations c.i.f. Hamburg. Wilhelm Schmitz (importer, wholesaler, retailer), Postfach 23 or 17 Baeckerstr., Werl/Westf. WTD 6/1/62.

Handtools: Engineers' wrenches, spanners, box wrenches of chrome-vanadin; hand hammers, pliers of all kinds; carpenters' C-clamps; workshop files; reamers of high-quality high-speed steel. Blass GmbH (wholesaler), Postfach 6, Oberhausen/Rhld.

Hydraulic solid brass door locks, door closers for ships in lots of 500 units each. Wilhelm Tanck (importing distributor), Kuennekestrasse 11, Hamburg-Rahlstedt.

Syria

● Knives of 3 types for use in tobacco chopping machines; bid deadline Aug. 4. Directorate General, P.O. Box 616, Damascus. Envelope containing bids should be marked "Appeal d'Offres No. 6 pour la Fourniture de 1850 Couteaux." Terms, specifications in French. ★

344 Fabricated Structural Metal Products

Chad

★★ Prefabricated homes. Direct purchase and agency. Société Commerciale du Kouilou Niari, Fort Lamy.

346 Metal Stampings

Chad

★★ Aluminum kitchenware. Direct purchase and agency. S. A. Georges Abtour, Rue Gabriel Lisette, Fort Lamy. No commercial information available.

349 Miscellaneous Fabricated Metal Products

Germany

Copper, brass household, kitchen gift items; requests prospectus material, price quotations c.i.f. Hamburg. Wilhelm Schmitz (importer, wholesaler, retailer), Postfach 23 or 17 Baeckerstr., Werl/Westf. WTD 6/1/62.

Yugoslavia

Aluminum containers for rail, shipboard, air transport, up to 2 metric tons capacity, for carrying various types of goods including granulated materials and liquids, designed for use on trucks of up to 20-ton capacity, standard and narrow gage railroad cars; collapsible types of universal containers. Bosko Nikolic, Auto Srbija (importer), 61 Blvd. JNA, Belgrade. WTD 11/5/56.

351 Engines, Turbines

Israel

☆ Vertical electric motor, hollowshaft, squirrel cage, for direct drive of turbine well or booster pump. Loan 28; U.S. source. Subauthorization T/3366. Bid deadline July 22. Government of Israel Supply Mission, 850 Third Ave., New York 22, attention N. Nisen. Tenders should refer to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by Sept. Suppliers may devise own forms, in duplicate, for submitting tender to buyer. List. ★

352 Farm Machinery, Equipment

England

All classes of horticultural equipment, particularly potting, seedling materials, horticultural canes, stakes. Clapro, Ltd. (importer, wholesaler), 15a, Coombe Rd., New Malden, Surrey. WTD 1/10/62.

France

Equipment, supplies for fruit growers: Fruit, vegetable sizers, graders; fruit pickers, cleaning machines, brushers, washers, driers, automatic fruit weighers, box dumpers, pallet bins; stapling machines, staples for bottom stitching, prepackaging; containers of all types for fruit; fruit-handling equipment such as elevators, fork lifts, pallets; power and speed sprayers; frost protection equipment; requests replies in French only. Direct purchase and agency. Maurice Hugonnet (wholesaler, retailer, selling agent, distributor, commission merchant), place Roger Dalthil, Moissac, Tarn-et-Garonne. WTD 6/1/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Ceylon

Dumpers, crawler tractors, levelers, graders, other heavy earthmoving equipment. Harrisons Lister Engineering, Ltd. (importing distributor), Prince Bldg., P.O. Box 69, Fort, Colombo. WTD 12/5/60.

Rock crusher, tender AID-1. Ref. SS/AID/kADP/T1. Loan 156. Amendment to specification: Delete par. 4: "Any combination of rolls, dual twin rolls or triple rolls will be acceptable, provided at least one smooth and one corrugated roll is included." Insert "Any combination of rolls or jaw crusher and roll crusher will be acceptable, provided at least one smooth roll is included." Bid deadline July 11. Chairman, Tender Board, Ministry of Transport & Works, P.O. Box 547, Colombo.

France

Public works equipment: Concrete construction canals, concrete vibrofinishing machines; requests replies in French only. Direct purchases and agency. Normidi (importer, agent), 99 bld. Haussmann, Paris 8e. WTD 3/23/62.

Germany

Shovel loaders equipped with rubber tires; shovel content of 0.4-0.6 ton cu. m.; new machinery only. Draeger & Bastian KG (wholesaler), Postfach 102, Schwelm/Westfalen. WTD 1/31/62.

Road and construction machinery, particularly portable crushers; requests replies from manufacturers only. Carl Sandmueller (importing distributor), 182-84 Detmolderstr., Bielefeld. WTD 10/19/60.

Used roadbuilding, excavating machinery, especially pipe-laying tractors, related equipment; mobile cranes. Karl Foerster Kraftfahrzeuge (importing distributor), Spaldingstr. 35-37, Hamburg.

United Arab Republic

● Core drilling rigs, 4, capable of drilling to 100 meters depth, core diameter about 70 mm.; rig and compressor mounted on 4-wheel drive truck, for Baharia Iron Ore Project; bid deadline Aug. 12; accompanied by provisional deposit of 2% of value of contract. General Organization for Executing 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo. ★

354 Metalworking Machinery, Equipment

Australia

Machine tools. Dreikurs Engineering Supplies Co. Pty., Ltd. (importer, wholesaler), 46 Foster St., Sydney. WTD 4/2/62.

France

Metal-cutting, ironworkers' tools. Direct purchase and agency. Robert Maudeux (wholesaler, retailer, manufacturer's agent) 20 rue de la Reforme, Limoges, Haute-Vienne. WTD 7/12/61.

Light-duty portable power tools: Cutters, impact wrenches drills, air chisels, hammers, saws; requests replies in French only. Barbier & Besson (wholesaler, retailer, manufacturer's agent, distributor), 2 blvd. Bonrepos, Toulouse, Haute-Garonne. WTD 4/28/61.

Germany

Electrical power tools; requests replies from manufacturers only. Eduard Kemmann (wholesaler), 162-64 Hammer Dorfstr., Duesseldorf/Hamm. WTD 6/14/62.

Measuring tools such as water levels of teakwood, light metal, stainless slide calipers, locksmiths' squares, scales, measuring tapes in leather cases; requests prices c.i.f. German ports (Hamburg or Bremen) including packing. Blass GmbH (wholesaler), Postfach 6, Oberhausen/Rhld.

Machinery for autogen powder gas cutting. Peter Goerres (manufacturer), 18 Buchrainstr., Frankfurt/Main-Oberrad.

India

Motor generator type arc welding machine for 440 v., 3 ph., 50 c. a.c., complete with normal accessories, such as electrode holder, electrode cable ground clamp with ground cable face shield, head shield, petrol engine driven arc welding set; microwire feed automatic welding equipment; jigsaw machine; spares for drilling, tapping machine; spares for boring bar, crankshaft grinder. Loan 217; U.S. source. Bid deadline July 22. Power Tools & Appliances Co., 2 Dalhousie Sq. East, Calcutta.

Garage tools; deluxe king engine analyzer, armature growler, battery cell tester, timing light, toe-in gages, wheel alinement equipment, wheel balancer, weights, socket set ½ in. drive, socket set ¾ in. drive, stud removers and water pump pliers. Loan 217; U.S. source. Bid deadline July 22. Associated Trades "Tool" House, 7/3 Patullos Rd., Mount Rd., Madras, 2.

Twist grinding machine; precision honing machine with horizontal spindle, hydraulic surface grinding machine; radial arm tapping machine. Loan 217; U.S. source. Bid deadline July 22. Hindustan Export & Import Corp., Pvt., Ltd., "Anand Bhavan," D. Naoroji Rd., Fort, Bombay 1.

Korea

● Manufacturing plant to produce square tin cans 13.3 cm. long, 7.1 cm. wide,

26.5 cm. high, production capacity 1,500-2,500 cans per 8-hour day; equipment required: Foot shearing machine, 40 in. shearing blade; scoring machine, 50 sheets per min.; 2 sets bending tools; power horning press with 1 hp. electric motor; foot press; squeezer, output 25-45 pieces per min. with 1 hp. electric motor; inclinable power press, capacity 15 tons, with 1 hp. electric motor; spot welder, treadle type with timer, switch; vacuum seamer; vacuum pump with vacuum tank, 5 hp. electric motor; grinding mill with high-speed hammer mill of 25-30 kg. per hour output, with 1 hp. motor, shaft r.p.m. 4,000, supermicron mill of 25-30 kg. per hour output, with 7½ hp. motor, shaft r.p.m. 4,300; estimated value $46,154; tender KFX-2057-S, PR-A-9, bid deadline July 21. Office of Supply, Government of Republic of Korea, Seoul. Specifications available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C.★

355 Special Industry Machinery

Ceylon

Printing machinery. Vivekananda Press & Book Depot (importing distributor), Vivekananda Bldgs., Jaffna. WTD 6/11/62.

Denmark

Machines for erecting, heat sealing bottom and lid of cartons (folding boxes) used for frozen foods; blanks used coated with wax or polyethylene. Schur & Skaanild A/S (manufacturer), 41 Bredgade, Copenhagen K.

France

Impregnating equipment for treatment of wood, wood-carving tools. Direct purchase and agency. Robert Maudeux (wholesaler, retailer, manufacturer's agent), 20 rue de la Reforme, Limoges, Haute-Vienne. WTD 7/12/61.

Germany

Offset office printing machines. Direct purchase and agency. Erich Ortloff (importer, retailer, wholesaler), 4 Zeppelinstr., Koeln a. Rhein. WTD 7/11/61.

Automatic or semiautomatic machines for inking of ribbons (standard and large size) for typewriters, adding and accounting machines. Harald Zulauf GmbH & Co. KG (manufacturer), 45/47 Keffelkerstr., Brilon/Westfalen. WTD 6/6/62 .

Machinery for production of porcelain china tableware. Victor Darvey (importing distributor), Adolphbruecke 19, Hamburg 11.

Guatemala

Coating machines for polyethylene, polyvinyl chloride materials, preferably using laminating process; production capacity: 150 ft. per min.; width 50 in. min. Industria de Pulpa Moldeada (manufacturer), Via 6, #4-25, Zona 4, Guatemala City. WTD 6/7/62.

Ireland

Machinery for manufacture of animal feed stuffs. Direct purchase and agency. O.C. Engineering Works (importing distributor, manufacturer's agent), Hanover St., Cork.

Italy

Machinery for tanning industry. Nicosia & Co. (importing distributor), Via Moscova 40/4, Milan. WTD 2/2/62.

Machinery, equipment, supplies for cleaning large crude and fuel oil tankers. S.T.I.C.-Societa Tecnico Industriale Combustione (importing distributor), Via Trieste 40, Settala (Milan). WTD 6/12/61.

Taiwan

Palmer finishing range, 60 ft. heat setting machine; vacuum steamer for synthetic yarn. Loan 47; worldwide. Credit amount $53,270. Bid deadline July 22. Chang Hwa Commercial Bank for Tung Ho Spinning, Weaving & Dyeing Co., Ltd., 54 Ming-Sien Rd., Taiwan.

United Arab Republic

Six knitting machines for making socks, with auxiliary machines. Halbouni & Kfoury (manufacturer), c/o Aouny Halbouni, 50 Baron Empain St., Heliopolis, near Cario. WTD 6/12/62. Specifications.★

356 General Industrial Machinery, Equipment

France

Complete installation for plant processing dissolved acetylene in containers; new or secondhand installation; capacity of production: 25 cu. m. per hour, requests replies in French only. Oxygene de Picardie (manufacturer), Grande rue du Petit-Saint-Jean, Pont-de-Metz, par Amiens, Somme. WTD 6/5/62.

Italy

Equipment, supplies for maintenance of smoke refractory ducts in boilers, furnaces, plant smoke and dust eliminators. S.T.I.C.-Societa Tecnico Industriale Combustione (importing distributor), Via Trieste 40, Settale (Milan). WTD 6/12/61.

358 Service Industry Machines

Chad

★★ Air conditioners. Direct purchase and agency. S. A. Georges Abtour, Rue Gabriel Lisette, Fort Lamy. No commercial information available.

France

Packaged refrigeration condensing units, 12 v., d.c., single cylinder, for camp style refrigerators for use principally on pleasure boats and in house trailers. Direct purchase and agency. Fabrique Bordelaise de Materiel Medico-Chirurgical (F.B.M.M.C.) (manufacturer, wholesaler, retailer, exporter, importer), 13 ave. de Mirande, Cauderan, Gironde. WTD 5/22/62.

Germany

Large-scale kitchen equipment for use in hotels, hospitals, canteens, such as potcleaning, onion-cutting machines. Gustav Kettel GmbH (importing distributor), 24/26 Grosse Sandkaul, Koeln. WTD 3/2/61.

Italy

Air-conditioning equipment for central and on-the-job assembled systems. Direct purchase and agency. Ing. Bergamini & Co. (installer, manufacturer), Via G. Avezzana 51, Rome. WTD 12/12/60.

Air-conditioning equipment for central and on-the-job assembled systems; industrial refrigeration equipment for warehouses, slaughter houses, food-processing plants; prefers makes not already being offered in Italy by agents for foreign suppliers. Direct purchase and exclusive agency. Ernesto Origgi (installer), Via G. Severano 5, Rome.

Korea

● One-stage freeze dryer with capacity up to 15 l. of material per cycle; tender KFX-2056-S, PR-62-37, bid deadline 10 a.m. July 21. Office of Supply, Government of Republic of Korea, Seoul. Specifications available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C.★

Netherlands Antilles

● Supply and installation of central air-conditioning unit for east wing of terminal being added at Dr. Albert Plesman Airport in Caurçao; project 590, 10 a.m. July 26. Bestuurskantoor, 35 Scharlooweg, Willemstad. Specifications, drawings available from Public Works Dept., Curaçao, for $8.05 (15 florins), of which about $6.63 (12.50 florins) will be refunded for plans returned by date of bid opening.. Estimated value of project about $100,000.

Norway

Automatic, coin-operated drycleaning machines. Direct purchase and agency. Rolf Lykke (importing distributor, wholesaler), 8 Raadhusgaten, Oslo. WTD 3/13/61.

359 Miscellaneous Machinery

Pakistan

Drum body forming rolls, double-ended flanging machine, super (mechanical shears). Loan 194; worldwide. Maximum credit amount, $18,000. Bid deadline July 20. National Chemical Industries, F/1, S.I.T.E., Hub River Rd., Karachi 13, West. Copies of specifications obtainable from Bank of America, Far Eastern Div., 41 Broad St., New York 15.

Taiwan

False twist machine, high speed false twister. Loan 113; worldwide. Credit amount, $82,000. Bid deadline July 23. China Development Corp. for Ta Tung Ind., Co., Ltd., 30-1, Sheh Tou Rd., Sheh Tou Hsiang, Chang Hua Hsien, Taiwan.

360 Electrical Machinery, Equipment, Supplies

Italy

Electronic equipment. Direct purchase and agency. A.R.V.E.N. Snc-Attivita Rappresentanze Varie Estere Nazionali (importer, wholesaler), 8/18 Via XX Settembre, Genoa.

361 Electric Transmission, Distribution Equipment

Taiwan

● Power transformer, power fuses, fuse units, gang operated air break switches, lightning arrestors, distribution fuse cutouts, fuse links; tender GF3E9862S, bid deadline July 24. For use in $4.4 million Taipei Waterworks project financed by International Development Assn. loan. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei.★

362 Electrical Industrial Apparatus

Germany

Machinery for electric shielded arc welding; requests replies from manufacturers only. Peter Goerres (manufacturer), 18 Buchrainstr., Frankfurt/Main-Oberrad.

363 Household Appliances

Canada

Electrical appliances. Direct purchase and agency. Emoh Sales & Manufacturing, Ltd. (importing distributor, manufacturer's agent), Box 126, Islington P.O., Ontario. WTD 6/18/62.

Central African Republic

★★ Machinery for manufacture of men's clothing. Commerce et Industrie de L'Oubangui et du Tchad, Route de M'Baiki, Bangui.

Germany

Secondhand refrigerators. Direct purchase and agency. Gebrueder Fendel (manufacturer, importer, exporter, wholesaler), 22 Langenstr., Bremen.

Electric household appliances: Stoves, kitchen ranges (electric, gas, coal, oil), washing machines, refrigerators. Friedrich Kranz (wholesaler), 11 Oberreihe, Bremen-Lesum.

Household appliances, electric and hand operated, such as irons, toasters, electric hotplates (warmers), dishwashers, mixers, can openers, juicers, choppers, slicers, potato-peeling machines, bread-cutting machines, vacuum cleaners, polishers, refrigerators, cork screws operating on air pressure, mincing and slicing machines, electric grills, electric cake molds; requests catalogs, price quotations c.i.f. Hamburg. Willhelm Schmitz (importer, wholesaler, retailer), Postfach 23 or 17 Baeckerstr., Werl/Westf. WTD 6/1/62.

Rhodesia, Nyasaland

Domestic electrical appliances. Campbell Booker Carter (Central Africa), Ltd. (importing distributor). P.O. Box 350, Kitwe, Northern Rhodesia. WTD 4/29/59.

364 Electric Lighting, Wiring Equipment

Austria

Warning, emergency lights, flashers, signals, traffic signs. Direct purchase and agency. Karl Obermayer (importing distributor, manufacturer, manufacturer's agent), Uttendorf/O.Oe.

Canada

Lighting fixtures, outdoor, commercial, incandescent lighting, electrical lines for contracting industry. Direct purchase and agency. Emoh Sales & Manufacturing, Ltd. (importing distributor, manufacturer's agent), Box 126, Islington P.O., Ontario. WTD 6/18/62.

365 Radio, Television Sets

Chad

★★ Shortwave transistor radios. Direct purchase and agency. Au Chic Tarisieu, S.A., Ets. Tacsin, B.P. 119, Fort Lamy. No commercial information available.

★★ Tape recorders. Direct purchase and agency. S. A. Georges Abtour, Rue Gabriel Lisette, Fort Lamy. No commercial information available.

Germany

Television, radio sets. Direct purchase and agency. Walter Stratmann GmbH (wholesaler), 69 Elberfelderstr., Hagan-Westfalen. WTD 6/6/62.

Rhodesia, Nyasaland

Radios. Campbell Booker Carter (Central Africa), Ltd. (importing distributor), P.O. Box 350, Kitwe, Northern Rhodesia. WTD 4/29/59.

367 Electronic Components, Accessories

Germany

Component parts, accessories for radios, television sets. Direct purchase and agency. Walter Stratmann GmbH (wholesaler), 69 Elberfelderstr., Hagan/Westfalen. WTD 6/6/62.

Norway

Electronic pulse transformers. Direct purchase and agency. Henaco A/S (importing distributor, manufacturer's agent), 16 Cort Adelersgate, Oslo. WTD 11/3/61.

372 Aircraft, Parts

Central African Republic

★★ Helicopter, 2 place, or 2-4 place light plane for commuting 70 miles, for crop spraying, cattle herding. Rene Chambellant, B.P. 235, Bangui.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Netherlands

Temperature-regulating devices, distant-reading industrial thermometers. Direct purchase and agency. Klemac Import-Agencies-Export (importing distributor, manufacturer's agent), (129 Wilhelminastraat, The Hague.

Sweden

★★ Testing equipment for textile, rubber, metals, paper, plastics industries. A.B. Lorentzen & Wettres Maskinaffaer, Alstroemergatan 23, Stockholm (K).★

383 Optical Instruments, Lenses

Korea

● Automatic recording spectrometer with related equipment, accessories; diesel fuel testing unit; estimated value $70,000; tender KFX-2054-S, project 62-19, 62-28. Office of Supply, Government of Republic of Korea, Seoul. Terms, specifications available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C.★

384 Surgical, Medical, Dental Instruments, Supplies

Australia

Disposable plastic gloves; requests replies from manufacturers only. Direct purchase and agency. N.M. Steiner & Co. Pty., Ltd. (importing distributor, manufacturer's agent), 8-12 Bathurst St., Sydney. WTD 2/7/61.

Cyprus

Adhesive plasters. Direct purchase and agency. Sophocle Dimitriades & Son (importer, distributor, manufacturer's agent, commission agent), P.O. Box 222, Nicosia. WTD 12/27/61.

France

Surgical instruments; hygienic, wound-dressing articles. Direct purchase and agency. Pansements et Produits Wuhrlin (wholesaler), 7 rue du Jura, Paris 13. WTD 6/8/62.

386 Photographic Equipment, Supplies

Canada

Cameras. De Dukes Distributors of Alberta (importer, exporter), P.O. Box 265, Edmonton, Alberta.

Ceylon

Plant for processing 16 mm. motion picture films, both color, black and white; duplicating machine for 16 mm. motion picture firms for both color, black and white. M.L. Bin Ahamed & Co. (importing distributor), 92 Galle Rd., Colombo 4. WTD 6/11/62.

Chad

★★ Movie cameras, and projectors. Direct purchase and agency. S. A. Georges Abtour, Rue Gabriel Lisette, Fort Lamy. No commercial information available.

Indonesia

Microfilm equipment including cameras, projectors, processing equipment, filing equipment. Tjio Wie Tay, President, P.T. Cunung Agung (importing distributor), Kwitang 13, Djakarta. WTD 1/16/61.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Germany

Electric clocks, alarm clocks, electric kitchen clocks with short-period measurements, electric kitchen clocks combined with electric can openers. Direct purchase and agency. Goering & Wandpflug, Uhrenfabrik (importer, exporter, wholesaler, manufacturer), 29 Bismarckstr., Solingen. WTD 8/16/61.

Netherlands

Time-regulating apparatus such as time clocks, switch clocks. Direct purchase and agency. Klemac Import-Agencies-Export (importing distributor, manufacturer's agent), 129 Wilhelminastraat, The Hague.

391 Jewelry, Silverware, Plated Ware

Germany

Silverware; requests prospectus material, price quotations c.i.f. Hamburg. Wilhelm Schmitz (importer, wholesaler, retailer), Postfach 23 or 17 Baeckerstr., Werl/Westf. WTD 6/1/62.

395 Pens, Pencils, Other Office, Artists' Materials

Germany

Fountain pens, fountain pen points, ballpoint pens; low priced. U.J. Jessen & Co. (importing distributor), Ernst-Merck St. 12-14, Hamburg 1. WTD 4/11/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Rhodesia, Nyasaland

Notions. Campbell Booker Carter (Central Africa), Ltd. (importing distributor), P.O. Box 350, Kitwe, Northern Rhodesia. WTD 4/29/59.

503 Dry Goods, Apparel

Central African Republic

★★ Used clothing. Branquinho & Morgado, B.P. 833, Bangui. No commercial information available.

Chad

★★ Used clothing. Mahamat Fadoul, 120 Rue de la Mosquee, Fort Lamy. No commercial information available.

505 Farm Products, Raw Materials

France

Raw hides, skins of all types. Compagnie Francaise des Cuirs (Ets. Weil Freres) (importer, exporter), 41 ave. de Friedland, Paris 8e.

Raw hides, skins. Direct purchase and agency. Richard Heynemann (importer, exporter, commission merchant), 5 rue Joseph Granier, Paris 7e.

Raw hides, skins; requests replies in French only. Direct purchase and agency. Le Cuir Brut Francais (importer, exporter, dealer), 28 ave. Corentin Cariou, Paris 19e.

Calf skins; requests replies in French only. Direct purchase and agency. S. A. Jean Enault (importer, exporter, agent, commission merchant), 19 rue Jacques Louvel Tessier, Paris 10e.

All kinds of raw hides, skins; requests replies in French only. Direct purchase and agency. Jacques Nissenbaum (importer, exporter, wholesaler), 3 rue Bergere, Paris 9e.

Wild mink skins; requests replies in

French only. Ets. Abusch (importer, exporter, wholesaler), 98 Faubourg Poissonniere, Paris 10e.

Astrakhan, mink skins; requests replies in French only. Direct purchase and agency. Garelick (importer, exporter, wholesaler), 41 rue Richer, Paris 9e.

509 Miscellaneous Wholesale Products

Italy

Scrap iron: Ready for furnace, viz sort No. 1 and No. 2, thickness from 5 mm. and over; cast griffin wheels, except axles, 1,000 metric tons/shipment; whole monoblocs of car engines, 2,000 metric tons/shipment; cash machine scrap ready for furnace, viz in pieces from 50-60 kg. (110.230-132.276 lb.), 2,000 metric tons/shipment; scrap molds, max. weight per piece 4-5 metric tons; analysis: Ct 3.70%, Si 1.80%, Mn 0.60%, P 0.1% min., S 0.06-0.08%, 3,000 metric tons/shipment; scrap molds, analysis: C 3.5%-4%, Si 1.6%-2.10%, S 0.08%-less, P 0.1% less, Mn 0.18%-1.20%, 1,000-2,000 metric tons/shipment. Dominion & Colonial Trading Co. (importer, distributor, broker, commission agent), Via Bellini 14, Rome.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

Ireland

Farms supplies, equipment that can be handled by travelers; dealing directly with farmers primarily for sale of grass, root, vegetable seeds, pesticides. Dardis & Dunns Seeds, Ltd., Attention P. J. Walsh (seed merchant selling mainly to farmers), 15/16 Usher's Island, Dublin.

Agricultural seeds. Thomas Jordan (proprietor E. T. Jordan) (importing distributor), James' St., Kiltimagh, Co. Mayo.

012 Fruit Farms

Ireland

Fresh fruit, standard quality. P. J. Rooney & Son (importer), formerly operated from St. Ann's, Elton Park, Sandycove Co., Dublin., now at St. Joseph's, Mount Merrion Ave., Dublin. WTD 4/27/61.

Norway

Fresh fruit: Oranges, apples, lemons, pears, grapefruit. Rolf Jensen (manufacturer's agent), 1 Bankplassen, Oslo. WTD 6/7/62.

086 Forest Products Not Elsewhere Classified

Central African Republic

★★ Rubber. Samples sent airmail upon request. Branquinho & Morgado, B.P. 833, Bangui. No commercial information available.

200 Foods

Guatemala

Miscellaneous canned food preparations. Arno Hopp (manufacturer's agent, importing distributor), Aptdo. Postal #532, Pasaje Fenix, 8a. Calle 7-46, Zona 1, Guatemala City. WTD 11/30/61.

Ireland

Grocery products, all kinds. Murdock & Sons, Ltd. (manufacturer), 3 Granby Row, Dublin.

Grocery items, all types; confections. Tennant & Ruttle, Ltd. (manufacturer's agent), 42 Middle Abbey St., Dublin.

Mozambique

Foods: Canned meats, fish, fruits, vegetables; fortified foods; wheat flour in 5 lb. bags; chewing gum. J. M. Santos Junior & Cia. (Moc.), Lda. (commission agents, wholesalers), 72 Rua Consiglieri Pedroso, P.O. Box 177, Lourenço Marques. WTD 8/26/59.

201 Meat Products

Chad

★★ Hides averaging 16 lb. in weight up to 500 tons per year. Société Commerciale du Kouilou Niari, B.P. 476, Fort Lamy.

★★ Sheep, goat hides. Etablissements A. Rigler, B.P. 470, Fort Lamy.

France

Frozen offals, meat products. Marcel Boutet (commission merchant), 4 rue de Tournon, Paris 6e. WTD 4/7/61.

203 Canned, Dried Food Specialties

France

Canned fish, shellfish, particularly crab, salmon, spiny lobster. Large quantities only (at least $200,000). Jean Cot (agent, importer, exporter), 38 rue des Mathurins, Paris 8e. WTD 4/20/62.

Ireland

Canned fruits, top quality. P. J. Rooney & Son (importer), St. Joseph's, Mount Merrion Ave., Dublin, formerly operated from St. Ann's, Elton Park, Sandycove, County, Dublin. WTD 4/27/61.

Norway

Canned fish specialties, such as salmon, tuna, shellfish. Halsten Bjornsund (importing distributor), 1-3 Storgaten, Molde, Norway. Also wishes to utilize sales capacity by selling U.S. canned fish specialties on Norwegian market. WTD 5/7/62.

Rhodesia

Skimmed milk powder. Dennis Erwin (manufacturer's agent), 10 "C" Ave., Umtali, Southern Rhodesia. WTD 12/13/61.

Canned foods, groceries. Kingston's, Ltd. (importing distributor, manufacturer's agent), P.O. Box 2374, Salisbury, Southern Rhodesia. WTD 4/29/60.

204 Grain Mill Products

Ireland

Animal feeding stuffs. Thomas Jordan (Proprietor E. T. Jordan) (importing distributor), James' St., Kiltimagh, County Mayo.

U.S. rice, standard quality. P. J. Rooney & Son (importer), St. Joseph's Mount Merrion Ave., Dublin. WTD 4/27/61.

207 Confectionery

France

Confectionery, all kinds, good quality. Jean Cot (agent), 38 rue des Mathurine, Paris 8e. WTD 4/20/62.

Guatemala

Confectionery, related products. Arno Hopp (manufacturer's agent, importing distributor), Aptdo. Postal 532, Pasaje Fenix, 8a. Calle 7-46, Zona 1, Guatemala City. WTD 11/30/61.

209 Miscellaneous Foods

Central African Republic

★★ Good quality red pepper. Samples available. Branquinho Morgado, B.P. 833, Bangui. No commercial information available.

Guatemala

Food concentrates. Dan Edwards International (manufacturer's agent), Aptdo. Postal 717, 13 Ave. 14-46, Zone 1, Guatemala City. WTD 6/15/62.

Ireland

Honey, run or liquid variety, **not** core or section honey; expected business about 50 tons annually; samples desired. P. McCloskey & Sons (importer), 17 West St., Drogheda, Co., Louth.

Mozambique

Yeast, dry, granulated in tins of 250 g.; hops in packs of 250 g. J. M. Santos Junior & Cia. (Moc.), Lds. (commission agent, wholesaler), 72 Rua Consignieri Pedroso, P.O. Box 177, Lourenço Marques. WTD 8/26/59.

220 Miscellaneous Textile Goods

Canada

Cotton, synthetic piece goods. Gerald E. Murphy & Co., Ltd. (manufacturer's agent), 4700 Prince of Wales Ave., Montreal 28, P.Q. WTD 6/6/62.

Greece

Synthetic suiting material. Spyros Sofianopoulos & Son (selling, manufacturer's agent), 41 Stoa Aghiou Mina, Thessaloniki.

Ireland

Textiles, all classes, medium, high grade. N. T. Dancey (agent), 43 Commercial Bldgs., Dame St., Dublin.

Textile piece goods of all types, medium quality. P. J. Kenney & Sons (manufacturer's agent), 2 Temple Lane, Dame St., Dublin.

Netherlands

Textile piece goods for making underwear, neckties, socks. Alfred Adler (manufacturer's agent), 53 Hendrik van Borsselenkade, Amstelveen. WTD 5/28/62.

235 Millinery

Ireland

Women's casual, sports headwear. J. P. Bergin & Sons (wholesale distributor), Nenagh, County Tipperary.

236 Girl's, Children's Outerwear

Norway

Dresses for girls, misses (doz. price). Brodrene Brager-Larsen (manufacturer's agent, importing distributor), 1 H. Heyerdahlsgate, Oslo. WTD 3/30/62.

238 Waterproof Garments

Norway

Poplin raincoats for men, women, boys, girls. Yngvar Arenstedt (importing distributor, manufacturer's agent), 14 Dronningensgate, Oslo. WTD 6/21/60.

239 Miscellaneous Textile Products

Ireland

Cotton blankets, similar household items; medium quality. P. J. Kenny & Sons (manufacturer's agent), 2 Temple Lane, Dame St., Dublin.

280 Chemicals

Guatemala

Chemicals for detergents, plastics, food processing. Dan Edwards International (manufacturer's agent), Aptdo. Postal 717, 13 Ave. 14-46, Zone 1, Guatemala City, WTD 6/15/62.

281 Industrial Chemicals

South Africa

Toluene di-iso-cyanate. G. J. Wevell (Pty.), Ltd. (importer, distributor, agent), P.O. Box 10103, Johannesburg. WTD 6/4/62.

282 Plastic Materials

France

Chemical products used in textile, plastic, shoe industries. La Cotonniere de Saint-Quentin (fabrics manufacturer), 33 rue Richard Lenoir, Saint Quentin (Aisne). WTD 3/16/61.

283 Miscellaneous Chemicals

Burma

Dextrose monohydrate; B.P. standard; f.o.b. quotations. Price should be less than $9 per 100 lb., including packing. Minimum annual bookings not less than 150 metric tons. Khin Nyunt Yee & Co., Ltd. (importer, manufacturer's agent, commission merchant, broker), 359 Maha Bandoola St., Rangoon. WTD 10/21/60.

Central African Republic

★★ Abrus precatorius, rauwolfia vomitoria, physestecmajenenosum vocanga, strophantus gratus. S.A.R.L. Florafric, B.P. 38, Bangui. No commercial information available.

★★ Rauwolfia, vomitoria, voacango. Sacher Otto, B.P. 181, Bangui. No commercial information available.

Ireland

Chemicals of all kinds. Industrial Services, Ltd. (manufacturers, agents), Meath Market, South Earl St., Dublin.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Denmark

Oil furnace accessories (tightening compounds, chimney cleaning powders), Aarup Christiansen's Eftf. (importing distributor, manufacturer's agent), 31F Nyhavn, Copenhagen K. WTD 6/18/62.

Mozambique

Talcum powder, scented, in lithographed tins. J. M. Santos Junior & Cia. (Moc.), Lda. (commission agent, wholesaler), 72 Rua Consiglieri Pedroso, P.O. Box 177, Lourenço Marques. WTD 8/26/59.

289 Miscellaneous Chemicals

Germany

Insecticides, other plant protection agents; rust preventives; anti-corrosion paints, compounds. Wilhelm Gruenwaldt & Co. (manufacturer's agent), Reimerstwiete 17-18, Hamburg 11.

303 Reclaimed Rubber

Denmark

Reclaimed rubber. Poul Andersoon (manufacturer's agent, commission merchant), 7 Chr. IX's Gade, Copenhagen K. WTD 5/3/62.

307 Miscellaneous Plastics Products

Switzerland

★★ Plastic, rubber plate making materials. Alex Schmid, Neuenburgstrasse 136, Biel 5.★

311 Leather Products

France

Leather, miscellaneous supplies for manufacturing shoes, small leather goods. Emile Charles Morand (agent), 3 rue Pipon, Fougeres (Ille & Vilaine).

Germany

Leather of all kinds for shoe, leather goods, wearing apparel industries; requests replies from leather manufacturers with quoted prices c.i.f. Hamburg or other European port; terms 10 day 3% discount, 30 day 2% discount, 90 day net payment. Heinz Boecken-Vertretungen (sales agent), 42 August-Hecht-Strasse, Offenbach/Main. WTD 10/3/61.

331 Steel Mill Products

Ireland

Steel sheets, plates. Ferrum Trading Co., Ltd. (stockholders, machinery merchants), Esmond Ave., Fairview, Dublin.

333 Primary Smelting, Refining Nonferrous Metals

France

Rare metals, niobium (thin gage wires), Indium, Cesium, Hallium, Scandium; metal powder, any type. Cacermet, Compagnie pour l'Application des Produits Catallurgiques Ceramallurgiques (metalworker), 29 rue Victor Hugo, Puteaux (Seine). WTD 4/27/62.

342 Hardware

Guatemala

Vacuum bottles, jugs. Arno Hopp (manufacturer's agent, importing distributor), 8a. Calle 7-46 Zona 1, Guatemala City. WTD 11/30/61.

344 Fabricated Products

France

Prefabricated units, partitions, floor coverings, wallboards, paneling, building specialties of new types in construction of cottages, precut houses; good quality. Quantities stated on receipt of descriptive literature, price lists. G. Polacco (building contractor), 52 rue Noulet, Toulouse, Haute-Garonne. WTD 6/18/62.

352 Agricultural Machinery

Ireland

Agricultural equipment, tractor attachments, Ennis Engineering Co. (importing distributor), 65 Crumlin Rd., Dublin.

353 Construction Equipment

Ireland

Drainage equipment. Peter F. Doggett (engineering) (manufacturer, supplier), Grangegeeth, Slane, Co. Meath.

Mechanical handling equipment, conveyors. Ennis Engineering Co. (importing distributor), 65 Crumlin Rd., Dublin.

Machinery for constructional engineering. Motor, if electric, must be 220 v., 50 c. or 380-440 v., 3 ph. Ferrum Trading Co., Ltd. (stockholder, machinery merchant), Esmond Ave., Fairview, Dublin.

Building construction machinery. J. Murphy & Sons (Engineers), Ltd. (manufacturer, engineer), Shannon Bldgs., Mallow Rd., Cork.

354 Machine Tools

England

Special machine tools. Funditor, Ltd. (manufacturer, exporter), 3 Woodbridge St., London, E.C.1. WTD 3/6/62.

Germany

Electric elements for electronics; calibration machinery tools. New products only, no used items. Hans-Heinrich Schmitz (sales agent for 3 German manufacturers), 135 Ickerswarderstrasse, Duesseldorf. Wants agency representation for U.S. manufacturers also. WTD 6/8/62.

Ireland

Cutting machines to cut angles up to 6 x 6 x ½ in., channels up to 6 x 3 in., flats up to 6 x ¾ in. 220 v., 50 c., or 380-440 v., 3 ph.; power hacksaws to saw up to 9 in. solids, 220 v., 50 c. Ferrum Trading Co., Ltd. (stockholder, merchant), Esmond Ave., Fairview, Dublin.

Italy

Hydraulic diecasting machines. Dott, Ing. Americo Volpe (importing distributor), Via Gran Sasso 16, Milan. WTD 6/1/61.

355 Special Industry Machinery

England

Equipment for printing, bookbinding industries. Funditor, Ltd. (manufacturer, importer), 3 Woodbridge St., London, E.C.1. WTD 3/6/62.

★★ Printing, binding machinery for books, magazines. Sheridan Machinery Co., Ltd. (wholly owned subsidiary of T.W. & C.B. Sheridan Co., New York City), Lincoln House 296/302 Holborn, London, W.C.1.★

Germany

Wood-processing machines; machines, forms for use in chocolate, candy industry. Gerd A.M. Kelch (sales agent), 110 b Rockwinkler Heerstrasse, Bremen-Oberneuland.

Holland

★★ Graphic arts machinery for Holland, Common Market. Grafische Machinenhandel vh P. van Dijk N.V., 155 Warmoesstraat, Amsterdam-c.★

Ireland

Drycleaning equipment, including presses, spotting equipment. Light Machinery Co., Ltd. (importer, distributor), Naas Rd., Conndalkin Co., Dublin.

Switzerland

★★ Offset subsidiary equipment, supplies. Chromos A.G., 16 Roentgenstrasse, Zurich.

★★ Typesetting, stereoprinting equipment for Switzerland, France. Polytype A.G., Freiburg.

356 Industrial Machinery

England

Industrial electric heating equipment; remelting furnaces; drying ovens; heat treatment ovens; vacuum, low temperature ovens, test cabinets. Funditor, Ltd. (manufacturer, importer), 3 Woodbridge St., London, E.C.1. WTD 3/6/62.

Engineering products: Special purpose pumps, air compressors; valves, threading machines. Intersel, Ltd. (manufacturer, importer), 1 Leadenhall St., London E.C.3. WTD 6/8/62.

358 Service Industry Machines

Chad

★★ Air conditioners. Armenak Kouyoumdjian, P.O. Box 122, Fort Lamy. No commercial information available.

Ireland

Commercial, domestic refrigeration, air-conditioning equipment, 220 v., 50 c., single ph. Cork Radio & Electrical Trading Co., Ltd. (importing distributor), 22 Merchants Quay, Cork.

Italy

Air-conditioning, refrigeration equipment; new type. Genefrigor, S.p.a. (importer, wholesaler, assembler), Piazza De Marini 3/37, Genova.

Finned tubes for refrigeration condensers; refrigerator engine compressors. I.R.C.A. Impianti Refrigerazione Condizionamento Aria di R. Balestreri e M. Onida (importer, assembler), Via E. Traverso k/A, Genova.

Air-conditioning apparatus, equipment for building installations; air-conditioning automatic equipment, such as valves, motorized valves, thermostats. S.I.T.I.C. Soc. Impianti Termici Idrosanitari Condizionamento (installer of air-conditioning systems), Via Calatafimi 41, Rome.

361 Electrical Machinery Equipment, Supplies

Italy

Electrical machinery, apparatus, mechanism components, motors, meters, relays, synchros; electronic data-processing, handling equipment for military, civilian use; readout systems. Europavia-Italia (importer, exporter, selling agent, representative), Via Paisiello 12, Rome. WTD 5/15/62.

362 Welding Equipment

Germany

Automatic, nonautomatic welding machines; equipment for shielded arc welding of particular interest. Tehag Maschinenbau und Technische Handelsgesellschaft (manufacturer, wholesaler), 4 Kemnader Str., Bochum-Weitmar. WTD 12/11/61.

363 Electric Appliances, Parts

France

Electrical household appliances. Claude Francois (manufacturer, exporter), 54 rue Petit, Paris.

Germany

Electric kitchen, household appliances. H. Beeckmann (wholesaler, exporter), 38 Kribbenstrasse, Duesseldorf-Oberkassel. WTD 8/10/61.

Electrical household articles of all types, such as coffee grinders, mixers, irons, other types of electrical household machines recently on U.S. market. Willem Hildebrand (manufacturer's agent), 29 Kremerstrasse, Duisburg. WTD 6/14/62.

Guatemala

Household electrical appliances such as refrigerators, washing machines, vacuum cleaners, irons. Dan Edwards International (manufacturer's agent), Aptdo. Postal 717, 13 Ave. 14-46 Zone 1. Guatemala City. WTD 6/15/62.

Ireland

Electrical domestic appliances, 220 v., 50 c., single ph. Cork Radio & Electrical Trading Co., Ltd. (importing distributor), 22 Merchants Quay, Cork.

364 Electric Lighting, Wiring Equipment

Australia

All types of lighting, electrical goods. Queensland Electrical Industries (importer, wholesaler, manufacturer, commission merchant), 99-103 Colchester St., South Brisbane, Queensland. WTD 4/5/62.

Ireland

Domestic lighting fittings, 220 v., 50 c., single ph. Cork Radio & Electrical Trading Co., Ltd. (importing distributor), 22 Merchants Quay, Cork.

366 Electrical Equipment

Italy

Electrical apparatus, equipment: radiophones, direction finders, radar, other apparatus for pleasure boats. F.I.N.D.E.R. Forniture Industriali e Navali-Depositie Rappesentanze (importer, wholesaler, retailer, representative), 2 Via Dora, Civitavecchia. WTD 5/31/62.

Mozambique

Radio receivers, phonograph records. Exclusive agency. A. Importadora, Lds. (importing distributor), P.O. Box 608, Beira. WTD 4/22/60.

367 Radio, Television Transmission Equipment

Mozambique

Radio transmitting, receiving sets, a.c. 220 v., 50 c. on 6-v. car battery. Companhia Agricola e Comercial Joao Ferreira dos Santos (Jorreirantos), S.A.R.L. (importing distributor, retailer), Ave. D. Luis 47, Lourenço Marques. WTD 4/21/62.

369 Electrical Equipment, Supplies

Ireland

Electric lifting equipment, winches, jacks, chains. Ennis Engineering Co. (importing distributor), 65 Crumlin Rd., Dublin.

381 Engineering, Laboratory, Scientific, Research Instruments, Equipment

Italy

Scientific, professional instruments, apparatus, spectrophotometers from U.V. to infrared, manual operated and recording, mass spectrometers, gascromatographs, high power nuclear resonance magnets for studying nuclear structure of metals, alloys. Micromarket, s.n.c. (importer, representative), Via Tigre 37, Rome.

386 Photographic Equipment

France

Stereophotography, stereogrammetry, stereotopography, aerial photography, mirror stereoscopes. Anciens Et. A. Mattey (woodworker, purchaser), 18 rue Clavel, Paris 19e.

Italy

Photographic, projection equipment. Exclusive agency for all Italy. Europavia-Italia (importer, exporter, selling agent, representative), Via Paisiello 12, Rome. WTD 5/15/62.

394 Toys, Dolls, Games

Guatemala

Games, toys. Arno Hopp (manufacturer's agent, importing distributor), Aptdo. Postal 532, Pasaje Fenix, 8a. Calle 7-46, Zona 1, Guatemala City. WTD 11/30/61.

Italy

Models, hobby kits. Fantasyland (importing distributor), Via de Filippi 4, Milan. WTD 5/5/61.

Rhodesia

Toys, especially dolls. Kingstons, Ltd. (importing distributor, manufacturer's agent), P.O. Box 2374, Salisbury, Southern Rhodesia. WTD 4/29/60.

399 Miscellaneous Manufacturing Industry Products

South Africa

Advertising specialties, knives, clocks. Advertising Centre (Pty.), Ltd. (importer, wholesaler, retailer, manufacturer), Lydney House, corner Goud & Kerk St., P.O. Box 10341, Johannesburg. WTD 6/13/62.

505 Farm Products, Raw Materials

France

Raw furs of all types. Cegefurs (fur dealer), 54 rue de Paradis, Paris 10.

Leads for Importers

Commodities are offered direct unless specified.

203 Canned, Cured Seafoods

France

Dried codfish, in wooden cases; codfish fillets, in boxes; good quality; large quantities available. Direct or through agents. B. Charron, H. Puech & Fils (drier, wholesaler, exporter), 103 Ave. du Marechal-Leclerc, Begles, Gironde. WTD 3/3/59.

220 Miscellaneous Textiles

Germany

Textile commodities, conforming to productions program. Direct or through agents in western America. Firm has sales agent in New York and other east coast states. Fritz Moll, Textile Manufacturers (manufacturer), Wuppertal-Barmen, Albertstr. 49, West Germany. WTD 5/28/62.

223 Wool Products

France

Polishing discs, pure white wool, 2,000 kilos monthly, 20,000 kilos yearly. Direct or through agents. Ets. Laoureux (manufacturer), 75 rue du Grand Aulnay, B.P. 2, Deville les Rouen, Seine-Maritime. WTD 6/4/62.

229 Processed Waste

France

Waste material reclaimed from used jute bags, in pressed bales; good quality.

La Sacherie Toulousaine (manufacturer, wholesaler, importer, exporter), 20 rue Alexandre-Fourtanier, Toulouse, Haute-Garonne. WTD 7/26/61.

283 Chemicals, Pharmaceuticals

Korea

Crude drugs, Ginseng products. International Trading Corp. (exporter of Korean specialties), Samhwa Bldg., 21 Sogong-Dong, Choong-ku, Seoul. WTD 4/17/61. List.★

342 Handtools

Germany

Handtools, ratchet and conventional screw drivers, current testers, ratchet and push drills, wire twisters, tap wrenches, tool kits, pliers, hammers, files, wrenches. Walter Finkeldei Werzeugfabrik (manufacturer), 1-17 Koenigsbergerstrasse (56) Wuppertal-Barmen. WTD 6/5/62. Catalog, price list.★

352 Farm Machinery

France

Plows, trailer type, including 2-way and disc reversible, hydraulic control, light and heavy duty equipment; agricultural pulverizers, "cover-crop" type, heavy duty, other kinds of agricultural equipment; good quality. Direct or through agents. P. Viaud & Cie. (manufacturer, wholesaler, exporter), Barbezieux, Charente. WTD 6/8/62. Descriptive leaflets in French, German.★

363 Domestic Appliances

Germany

Instantaneous hot water heaters; advanced new features, low operating cost, attractive prices. Direct or through agents. EAG Electronic-Hydraulik-Apparate, G.M.B.H. (manufacturer), P.O. Box 54, Koeln (4), Cologne, Schildergasse 75. WTD 1/9/61. Leaflet. ★

399 Miscellaneous Manufacturing Industry Products

Belgium

Iron, steel items; hardware; nonferrous metals; glass items. Rene Legrand (exporter), 22 rue du Basson, Marcinelle-Charleroy. WTD 6/18/51. List of items. ★

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

Information on NATO projects is available from Business Services Division, BIBO, or telephone WO 7-5420.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan.★

BRAZIL—Upon completion of studies regarding construction of seaport at Icoaraci (FCW, June 11, p. 1049) in Sept., actual construction work to be initiated on project. Write Ministry of Transportation & Public Works, Rio de Janeiro.

Departamento Nacional de Estradas de Rodagem, Rio de Janeiro, authorized to start construction of 16 km. of highway to connect Icoaraci with Belém-Brasilia highway.

CANADA—$60-million trade, hotel, and transportation complex, to be called International Trade Center, planned by Ontario lakefront in Toronto by Levy Industries, Ltd., with approval of Toronto Harbour Commissioners.★

$26,773,000 gas extraction plant and pipeline to be built near Empress, Alberta.★

Canadian Forest Products, Ltd., Vancouver, has announced plans to build $50-million pulpmill at Prince George interior British Columbia.

GUATEMALA—Guatemalan National Institute of Electrification, Guatemala City, planning expansion of country's electric power capacity at cost of $45 million. List of contemplated projects available.★

INDIA—Government approval to enable Tata Iron & Steel Co. to proceed with plans to increase production of metallurgical coal, projects including coal washery at Syria in Bihar, 25-megawatt power station, sand-reclaiming station, ropeway from Damodar River to Syria, and mechanization of all existing Tisco mines. Report for program being prepared by Allen & Garcia, 120 Wall St., New York.

According to recent press reports, several private sector industrial plants to be established in Bihar. List of projects available.★

ITALY—New projects open to U.S. bidders under NATO international competitive bidding procedure.

First project calls for supply and installation of radio link between Decimomannu Airfield and amplifying center at Cagliari. Eligible firms interested in bidding should submit applications, including qualification data, on prescribed forms, before July 25 to Ministero della Difesa-Aeronautica, Ispettorato Telecomunicazioni ed A.V., Ufficio NATO-UEO, Viale Castro Pretorio, Rome, referring to project 9969.

Second project calls for supply and installation of automatic telephone repeaters in Naples area. Eligible firms interested in bidding should submit applications, on prescribed forms, before July 7 to Ministero Difesa-Marina, Direzione Generale Genio Militare-Marina, Divisione Amministrativa, Rome, referring to project 78.

Prescribed forms available on request from Business Services Div., BIBO, U.S. Department of Commerce, Washington 25, D.C. U.S. firms not already certified to participate in NATO work should send résumé of qualifications to Business Services Div., as described in brochure on NATO international competitive bidding program, available from that division.

JORDAN—Meurogas Holdings, Ltd., Monrovia, Liberia, drawing up proposals for establishment of $974-million natural gas pipeline from yet-undetermined location in Near East to England. Write Edward D. F. Whitehead, Managing Director, Meurogas Holdings, Ltd., 734 15th St., NW., Washington 5, D.C.

LIBYA—Government planning construction of annual quarantine station in Port of Tripoli for future livestock imports. Project may offer opportunities for sale of veterinary testing and laboratory equipment. Write Veterinary Section, Ministry of Agriculture, Tripoli.

MEXICO—Swift y Cia. S.A. C.V., Mexico City, affiliate of Swift & Co., Chicago, planning to establish plant for production of poultry, livestock foodstuffs.

MOZAMBIQUE—Plans progressing for proposed $2-million. 200-room, 15-floor hotel in Lourenco Marques (FCW, Mar. 12, p. 416; Apr. 9, p. 601), construction to begin at end of year.★

PAKISTAN—According to local press reports, government considering construction of airfield near Mangla Dam.

PHILIPPINES—Plans progressing for construction of new Cebu Water System project, including 70-kilometer water pipeline and aqueduct. Financing expected to be sought through U.S. loans. Execution to depend on feasibility and engineering studies yet to be undertaken. Write Susano R. Negado, General Manager, National Waterworks & Sewerage Authority, Arroceros St., Manila.

PORTUGAL—Construction of another 90-room luxury hotel planned in downtown Lisbon, including shopping arcade, swimming pool, night club, parking facilities. Additional information requested.

Municipality of Vila Nova de Gaia has announced approval of construction of 70 low-rental houses, cost set at $98,000.

RHODESIA NYASALAND — Northern Rhodesia Government has approved plans for construction of luxury hotel-casino near Eastern Cataract of Victoria Falls, total cost estimated at 4.2 million.★

SPAIN—Consideration still given to proposed Arrecife de Lanzarote water purification plant. (FCW, Feb. 5, p. 205.) Cost of project about $1.6 million.★

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Australia

F. G. Slabbinck, representing Kandy Traders, Ltd., 2 Daly St., Grassmere, interested in importing new **candy products** and/or manufacturing under license for Australian market. July 9 via Los Angeles for 2 weeks; c/o Australian Trade Commissioner, 635 Fifth Ave., New York.

Itinerary: Los Angeles, New York, possibly other cities.

Ralph Edward Bower, representing Bunning Bros. Pty., Ltd., 49/71 Charles St., West Perth, interested in contacting **construction, mining,** and other companies interested in establishment in western Australia. June 30 via San Francisco for

3 months; c/o U.S. Department of Commerce Field Offices in cities on itinerary: Seattle, Vancouver, Portland, San Francisco, Los Angeles, New Orleans, Memphis, Chicago, Toronto, Ottawa, Washington, New York.

M. R. England, representing Cyclone Co. of Australia, Ltd., 93 City Rd., South Melbourne, Victoria, interested in **steel and wire products**, also technical information. June 27 via San Francisco for 3 weeks; c/o St. Francis Hotel, San Francisco; St. Moritz Hotel, 50 Central Park South, New York; Statler Hilton Hotel, Dallas. Itinerary: San Francisco, Dallas, New York.

William Anderson Beattie, agricultural and economic consultant representing Cyclone Co. of Australia, Ltd., 93 City Rd., South Melbourne, Victoria, interested in **cattle-handling equipment, seed production.** July 4 via San Francisco for 2 months; c/o Sheraton Hotels, San Francisco and Dallas. Itinerary: San Francisco, Dallas, Fort Worth, Los Angeles, Fresno.

Chile

Maximo Reichberg Taub, Santa Rosa 77, Santiago (importers, wholesalers, sales agents of **agricultural, avicultural machinery, veterinary products**), seeking representations. June 23 via Miami for 1 month; c/o U.S. Department of Commerce Field Offices in cities on itinerary: New Orleans; Miami; Chicago; Ottumwa, Iowa; Luverne, Minn.; New York.

England

Norman J. Meller, representing Julius A. Meller, Ltd., 54, Brewer St., London, W.1., interested in contacting manufacturers of ladies' **head scarves,** and ladies' **shoe and slipper fabrics.** July 14 via New York for 3 weeks; c/o 39 South Bretton Rd., Springfield, Delaware City, Pa. Itinerary: New York, Philadelphia.

France

Pierre Rocher, optician, and Paul Anjuere, engineer chemist, representing Lentilles Ophtalmiques Rationnelles, S.A., 61 rue Beaubourg, Paris 3eme, interested in visiting plants producing **polyester resins** and **monomere** for optical use; plants specializing in **plastic castings;** also new processes and new equipment for plastic casting. June 20 via New York for 1 month; c/o La Lunette de Paris Inc., 520 Fifth Ave., New York. Itinerary: Pittsburgh, Chicago, Indianapolis, Louisville, New York, Washington.

Germany

Harri Porschke, representing own enterprise at 28 Kurfurstendamm, Berlin W15, interested in contacting U.S. manufacturers supplying **electrical industry** with semifinished products in order to act as commission agent for those firms in West Germany and West Berlin. July 23 via New York for 1 month; c/o U.S. Department of Commerce Field Offices in cities on itinerary: New York, Washington, Chicago, Detroit, Los Angeles, San Francisco.

India

Raja Bahadur Kamakhya Narain Singh of Ramgarh, 22 Cittaranjan Ave., Calcutta 13, representing Bokaro & Ramgur, Ltd., and Ramgarh Industries (Pvt.), Ltd., interested in arranging for manufacture of **mica** in India in collaboration with U.S. firms and in exploring collaboration proposals for industries to be established in vicinity of Bokaro Steel Mill, expected to be built soon. Late July via New York for 1 month; c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1. Itinerary: New York, Philadelphia, Washington, Pittsburgh, Atlanta, Miami, New Orleans, Houston, Dallas, Oklahoma City.

Iraq

Sayid Ahmed Mohammed Al-Allawi, representing own enterprise, Al-Hussein St., Najaf, interested in representing U.S. manufacturers of **auto parts and accessories** and in importing **raw materials** for auto leaf spring factory. Late July via New York for 2 weeks; c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1. Itinerary: New York, Chicago.

New Zealand

J. T. Bennett, representing Bennett, Ltd., 20 Ridgeway St., Wanganui, interested in importation of **sporting goods, toys,** and **hardware;** also technical information on manufacture of **tubular furniture, perambulators,** and **children's toys** with regard to manufacturing under license in New Zealand. Sometime in July via Los Angeles for 3 weeks; c/o Bank of America National Trust & Savings, Los Angeles. Itinerary: Los Angeles, Seattle, Chicago, Detroit, New York, possibly other cities.

B. R. Homersham, representing B. R. Homersham, Ltd., 126 Victoria St., Christchurch, interested in **electrical power engineering, industrial and scientific instrumentation equipment** for public utility companies. July 16 via New York for 2 weeks: c/o Don Carpinter, Smith Kirkpatrick & Co., Inc., 41 Beaver St., New York 4. Itinerary: New York; Hartford; Manchester, N.H.; Tulsa; Los Angeles; San Francisco.

Northern Ireland

Ruth Kohner, representing Belart, Ltd. (children's clothing manufacturers), 167 Northumberland St., Belfast 12, interested in purchasing **cotton** and other **fabrics** for children's wear and exploring possibility of exporting to U.S. finished **children's garments.** June 22 via New York for 5 weeks; c/o Bolpro Inc., 330 Fifth Ave., New York 1. Itinerary: Los Angeles, New York.

Philippines

Jose N. Morales, President, Sleeprite Bedding Corp., Morales Industries, Inc. (and others), 266 Metropolitan Ave., Makati, Rizal, interested in visiting **mattress factories, savings and loan associations.** July 6 via Seattle for 6 weeks; c/o Dickrick Associates, 1355 Market St., San Francisco; also c/o U.S. Department of Commerce Field Offices in cities on itinerary: San Francisco, Los Angeles, Portland, Seattle.

Portugal

Eng. Antonio Miguel Cavaco, representing General Direction of Hydraulic Services, Ministry of Public Works, Rua S. Mamede ao Caldas 23, Lisbon, interested in contacting manufacturers of **water turbines, pumps,** and modern equipment for hydroelectric and hydroagricultural projects. July 1 via Houston for 2 months; c/o Portuguese Vice-Consulate, 2202 Nance St., Houston. Itinerary: New York, Washington, Houston, possibly other cities.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated June unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Morocco.
Alcoholic Beverage Importers and Dealers—Morocco.
Alcoholic Beverage Manufacturers—Austria, May.
American Firms, Subsidiaries, and Affiliates—Jamaica.
Architects, Builders, Contractors, and Engineers—Hong Kong, May.
Automotive Vehicle and Equipment Importers and Dealers—Costa Rica.
Automotive Vehicle and Equipment Importers and Dealers—Greece, May.
Boot and Shoe Importers and Dealers—Bolivia.
Business Firms—Cyprus, May.
Business Firms—French Somaliland.
Business Firms—Kenya.
Business Firms—Paraguay.
Clothing Manufacturers—Costa Rica.
Fertilizer Importers, Dealers, Manufacturers, and Exporters—Austria.
Household Appliance Importers and Dealers—India.
Instruments, Medical, Surgical, Hospital, Scientific, and Process Importers, Dealers, and Manufacturers—Netherlands Antilles.
Instruments, Medical, Surgical, Hospital, Scientific, and Process Importers, Dealers, and Manufacturers—Norway, May.
Medicinal and Toilet Preparation Importers, Dealers, and Manufacturers—Ceylon.
Mining Companies and Exporters of Ores—Netherlands.
Provision Importers and Dealers—Sweden.
Pulp and Paper Mills—Japan, May.
Tanneries—Switzerland.
Textile Industry—Egypt.
Vending Machine Importers and Dealers—Netherlands.
Wastepaper and Rag Importers and Dealers—Norway.

Manufacturing licenses offered or sought by German concerns; timber plant available

Opportunities in chemicals for paper industry, control instruments, gas burners, incinerators

Five firms in West Germany want to enter into various manufacturing arrangements with companies in the U.S.

One manufacturer, who produces paper incinerators, offers to license a U.S. firm.

Another offer concerns the lease or joint-venture operation of a timber plant.

Three other German firms want licenses to produce chemicals for the paper industry, process control instruments, or gas burners for residential and industrial uses.

Incinerator license offered. A manufacturer of paper incinerators offers a license for the production of its incinerators in the U.S.

Founded in 1960, the firm is already reported to have become an important enterprise through the invention of this incinerator which is now being marketed in many European countries.

Additional information is available from the Office of International Investment, Code 1013, U.S. Department of Commerce, Washington 25, D.C.

Plant available. The owner of a plant which produces timber for mining pit props is interested in leasing his plant to timber producers or offering it for a joint-venture arrangement for a completely different line.

For additional information, write to the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C., or to H. Heine Holzindustrie, Stadthagen, Germany.

Chemicals for paper industry. A license to produce chemicals for the paper industry is sought by a manufacturer of resin glue, paints and lacquers.

The firm is interested in producing resin glue and emulsions, paraffin emulsions, and sedimentation, antifoam and bleaching agents.

Write to Chemische Fabrik Bruehl, Gottfried Kentenich KG, 235-237a Koelnstr., Bruehl, Bezirk Koeln.

Process control instruments. A manufacturer of thermomeasuring instruments seeks licensing arrangements to manufacture process control instruments.

It is interested in electric transmitters for measuring purposes, electronic control instruments, special electric measuring instruments, and other new devices and articles in these fields which are on the U.S. market.

Write to W. H. Jones & Co., GmbH, 4755 Martinstr., Duesseldorf.

Gas burners. Another firm wants a license to manufacture gas burners for industrial and residential purposes.

It operates a factory which produces oil burners and is also a leading wholesaler of rolling mill products, oil burners, heating boilers, stoves, refrigerators and dishwashing machines.

Write to Gebrueder Fendel, Eisenbahnstr. 1, (Köln) Cologne.

Engineering venture in India—a correction

The article "6 Indian Firms Ask Joint Venture to Manufacture Diverse Products" published in FOREIGN COMMERCE WEEKLY for May 14, page 880, contained an error.

In column 2, in the material about the manufacture of heavy engineering equipment, Code 4-353-3, it was inadvertently shown that a total capital investment of $56 million is needed.

The figure should have read $5-$6 million.

French firms ask, offer licenses

Products range from fertilizer to steel fabrications

One French firm offers a license for the American production of its fertilizer and two other manufacturers seek licenses to produce industrial and agricultural products and equipment.

Fertilizer license offered. One concern offers to license a U.S. firm to manufacture its organic fertilizer.

The fertilizer has a humus base and is said to add life to soil microbes.

It has been on the European market for 8 years and is used in the Sahara.

To obtain the name and address of this firm, write to the Office of International Investment, Code 1012, U.S. Department of Commerce, Washington 25, D.C.

Steel products. A firm specializing in steel drawing and allied products, as well as the production of electrodes, arc welding equipment and allied materials seeks a licensing agreement.

It wants a license to produce consumer goods or various industrial equipment.

Write to Forges et Acieries de Commercy, Commercy (Meuse), France.

Farm machinery. A corporation which produces plows and other types of agricultural machinery seeks a license to manufacture related lines on a large scale.

It owns a relatively large plant equipped with over 200 machine tools, and employs about 250 workers.

Write to P. Viaud & Cie, Barbezieux (Charente), France.

Swedish firm will license its clothes drier hoist

A Swedish firm is interested in licensing a U.S. company to make its new clothes drier hoist.

The product, which is used in the bathroom, does not hinder the use of the bathtub or shower, and is easily installed without tools.

It has been widely sold in Sweden and Denmark and a U.S. patent has been issued.

Additional information is available on loan from the Office of International Investment, Code 1011, U.S. Department of Commerce, Washington 25, D.C.

Malayan feedmill seeks joint venture

A modernly equipped Malayan feedmill plant wishes to obtain American participation in its program to produce high-protein animal feeds.

The owners have applied to the Federation Government for pioneer status which, when granted, will entitle the firm to an exemption from corporation taxes in the initial years of production.

Operations may begin by August and the plant capacity then will be about 50 tons daily.

The firm manufactures and retails poultry and pig feeds and imports feed ingredients.

It also has its own brand name and is particularly interested in the latest operating techniques for the use and disposal of rice husks.

The firm's staff has not yet been completed and additional technical personnel are required.

The Office of International Investment, Code 3-204-2, U.S. Department of Commerce, Washington 25, D.C., can supply further details.

Opportunity for investment in new cement plant

Large clay, limestone deposits found in Netherlands Antilles

Favorable conditions are said to exist for the construction of a cement plant in Aruba.

The plant would require an investment of $10 million, employ 100 people and produce 1 million barrels a year, according to the Government of Aruba.

Most of this production would be exported as local requirements are reported to be only 33,000 tons a year.

A survey by an American mining and geological engineering concern indicates that there are enough clay and limestone deposits in the area to operate a cement plant for 100 years.

These known deposits are located on the surface, permitting the use of strip mining techniques, and are near a new industrial harbor being built at Barcadera.

The potential investor can expect central government assistance for the plant.

Nearby Curacao, one market possibility, does not possess the necessary clay to produce cement at attractive prices and imports its cement needs.

Inquiries are invited, write to the Office of International Investment, Code 2-327-2, U.S. Department of Commerce, Washington 25, D.C.

Plastics products license interests Canadian firm

A firm engaged in custom molding plastic products by vacuum forming and molded foam polystyrene processes wants to make additional products.

It is also interested in trading molds for manufacturing purposes.

Write Morval Products Co., Ltd., 156 Birch Ave., Kitchener, Ontario.

Boiler production asked by concern in Belgium

A manufacturer of metallic tubes and joints for gas, water, and steam handling is interested in producing boilers under license.

The boilers should be oil burning for central heating, made of steel sheets, and assembled by folding but not stamped.

Interested U.S. firms may write to Tubes de Nimy, S.A., 25 Voie du Moulin, Nimy-Mons, Belgium.

Poultry equipment license wanted by Australian firm

A poultry equipment manufacturer is interested in producing American poultry equipment under license.

It wants to produce small, medium-priced egg graders and candlers.

The firm makes brooders, cages, hoppers, feeders, silos, and shedding.

Write to Frayne & Skidmore, 458 High St., Preston, Melbourne.

English concerns interested in product licenses

Ask for varied industrial, household equipment

Licenses are sought by 4 English manufacturers for engineering products, domestic hardware, accounting machines, electric household appliances and metal-cutting machines.

Locomotives, engineering products. A locomotive and general engineering firm, manufacturers of electric, diesel-electric and diesel-hydraulic locomotives, would like to manufacture established U.S. products.

The firm has surplus capacity available in its machine and erecting shops, and boiler and plate fabrication departments.

Royalty payments are offered in exchange for patents, processes and techniques.

Write Beyer Peacock Gorton, Ltd., Gorton, Manchester 18, Lancs.

Hardware, accounting machines. Licensing rights to produce domestic hardware and/or accounting machinery are sought by a manufacturer of sewing machines, accounting machines, and general engineering components and tools.

The firm reports that it has both the skill and spare capacity to produce additional products.

Write to Jones Sewing Machine Co., Ltd., Stamford Works, Guide Bridge, Audenshaw, North Manchester.

Appliances. Another English company wishes to be licensed by a U.S. firm to make electric household appliances.

It now does light metal fabrications and makes various electric appliances.

Write to Modern Equipment Co., Ltd., West Hendford, Yeovil, Somerset.

Metalcutting machines. A firm producing a line of metal cutting hacksaws and specialized, cold circular sawing machines seeks a license to produce additional metalcutting machines.

It is interested in abrasive wheels, horizontal bandsaw machines, or smaller circular sawing machines.

Write Charles Wicksteed & Co., Ltd., Stamford Road Work, Kettering, Northamptonshire.

ADOLPHE'S BRIDGE: The Pont Adolphe is one of the attractions which draws tourists to Luxembourg City. Tourism is becoming an increasingly important industry in Luxembourg, with receipts up 7% in 1961.

Private and public U.S. aid helps Luxembourg overcome slowdown

General European pause hits smallest Common Market member; American tourists, armed forces and ice cream firm help

Luxembourg's economy is sharing in the general pause throughout the Common Market but U.S. tourists, armed forces and the Eskimo Pie Company are helping smooth some of the recently developed rough spots.

Largely reflecting declines in iron and steel production, overall industrial activity during first quarter 1962 dropped nearly 4% below the corresponding period of 1961, to the lowest level since the summer of 1959. Freight car loadings also were off 3%.

Medium industry presented a mixed but generally stable picture. A 19% drop in lumber production and increases of 37% in furniture production and 6% in the output of the printing industry were about the only substantial shifts.

In contrast to the generally static economic picture, construction activity was well above last year's level, particularly in the public sector.

Bank activity was off, as deposits were well below previous levels. Savings recorded in the National Savings Bank were also lower than usual. Reduction in production bonuses in the steel industry was considered a significant cause for the decline.

Iron and steel pause

Crude steel production declined to 990,755 metric tons, 3.5% below first quarter 1961, but 1.3% above the last quarter of 1961. The decline is believed to be due primarily to a European-wide tendency to work off inventories.

Industry spokesmen expressed concern over prices, saying they have decreased by about 15% since first quarter 1961.

On the brighter side, the volume of incoming orders was encouraging, and order backlogs at the end of the quarter were equivalent to around 2 to 2½ months production.

There was guarded optimism that output would be picking up in the ensuing months, allowing the industry to produce close to 4 million metric tons during 1962.

However, because of the relatively low first quarter level, it is unlikely that production will reach 1961's record 4.1 million metric tons.

Pig iron production fell to 909,165 tons during first quarter 1962, off 1.5% from the previous quarter and 5.3% below the first 3 months of 1961.

Despite reduced production levels, the number of workers in the iron and steel industry remained relatively stable during the quarter. An average of 24,162 workers was employed, compared with 24,195 during 1961.

Medium industry satisfactory

All major branches of medium industry had satisfactory first quarters. Beverage and tobacco production exceeded corresponding 1961 levels by 2.3%. Nonmetallic mineral production was off only ½%.

The other branches of medium industry showed mixed trends. Gains were registered by food products (up 2%), furniture (up 37.2%), and printing (up 6.4%). Textile production was unchanged and declines occurred in lumber (off 18.7%), chemicals (off 1.6%), shoes and clothing (off 1.4%), and metal manufacturing (off 1%).

The cost of living index reached an all-time high of 133.63 in January then fell off to 132.41 in March (January 1, 1948 = 100).

Consumer durables spending showed a mixed pattern, with automobile imports of 2,075 in first quarter 1962 down from 2,162 in the corresponding period of 1961. Sales of radios (1,986) and television sets (508) during the first 2 months of 1962 declined 40% and 60%, respectively, from 1961 levels. Reduced take-home pay in the steel industry is believed to have contributed to this softening in consumer spending.

A jointly-owned enterprise, "Eskimo Europ" was established by Eskimo Pie International of Richmond, Virginia, and Centrale Paysanne, the Luxembourg farmers' organization. It will manufacture ice cream products in Luxembourg City for distribution in the Common Market area.

Future plans include marketing powdered milk and frozen foods in that area. This project is expected to take some of the pressure off Luxembourg's substantial milk surplus.

Additional relief will be forthcoming from a new contract which Luxembourg's

dairies received to supply concentrated cream to the U.S. Armed Forces.

Labor scarce

The labor supply remained tight, mainly with respect to farm labor, unskilled workers, and domestic servants. Unfilled job openings in January numbered 1,182, compared with only 177 unmet requests for employment.

Pressure is continuing for wage boosts for government and railroad employees as well as for an increase in the minimum wage for skilled and unskilled workers. However, no final government action has been taken in these cases.

Tourism in Luxembourg reached record levels during 1961. Gross receipts of hotels and restaurants rose 7% above 1960 to $9.4 million (471 million francs).

British council studies problem of faster growth

New group tentatively plans on 4% annual rise through 1966

The first working session of the National Economic Development Council (NEDC) in London authorized its staff to examine the implications of a 4% annual growth rate increase for the whole British economy between 1961 and 1966.

The Council is composed of representatives of management, labor and government and is chaired by the Chancellor of the Exchequer. It will approach 16 industries for information on the implications for them of such a growth rate.

The NEDC staff will also study obstacles that have restrained growth and a wide range of related subjects including balance of payments, taxation, research and development, and government policies affecting management and labor.

The NEDC, which was founded early in 1962, has 3 principal tasks, according to the Chancellor of the Exchequer: to examine the economic performance of the nation with particular concern for future plans in both the private and public sectors of industry; to study the obstacles to quicker growth, and what can be done to improve efficiency and whether the best use is being made of resources; and to seek agreement upon ways of improving economic performance and competitive power.

Indian province gets $15 million IDA irrigation loan

Project to cover 1 million acres; Ford Foundation also helps area

The International Development Association (IDA), an affiliate of the World Bank, has loaned the equivalent of $15 million to assist India in financing the improvement and extension of the Sone irrigation system in West Bihar, for the irrigation of about 1,000,000 crop acres annually.

The Sone project was approved under India's Second Five-Year Plan and is to be completed under the Third Plan at a total cost of $30 million.

The Government of India is contributing 60% of the required financing, with the remainder being met by the State Government. The IDA credit of $15 million forms part of the Central Government's contribution.

One of the basic objectives of economic development in India is a substantial increase in agricultural production, especially of foodstuffs, to meet the needs of her expanding population. During the first 2 Five-Year Plans, agricultural production rose by about 35%.

Aims at self-efficiency

Under the Third Plan India aims at almost twice as great a rate of increase, with a view to achieving self-sufficiency in food grains and a substantial increase in the output of cash crops. Since very little new land can be opened up, emphasis is being placed on irrigation and other means of intensifying production.

The Sone project should result in much higher crop yields and, when the water is fully utilized, the annual gross value of production will nearly double the present level of $43 million (207 million rupees).

A new diversion barrage will be built and the canal system, now comprising about 427 miles of canals on one side of the river and 1,235 miles on the other, is being remodeled and extended.

This is the seventh credit extended to India by the International Development Association, for a cumulative total of $122 million. Earlier credits are assisting in the development of national highways and various projects for irrigation, drainage and flood protection.

Spanish tile firms seek equipment

Plant modernization necessary to increase production

Spanish tile manufacturers are saying they need to completely modernize their plants in order to increase production, and U.S. suppliers may win their way into this new market.

The secretary of the national industrial tile association, an official state agency, told the U.S. Consulate in Valencia that a 5-year plan with an annual investment of not less than $1.3 million a year would be necessary.

Machinery needs will include crushing machines, automatic presses, varnishing machinery, notating kilns for enamel smelting, temperature and control equipment, and refractory material for building kilns.

The tile organization cannot contract for new equipment but is an intermediary for relaying information to its 117 member factories.

Interested U.S. manufacturers of this machinery should send brochures, descriptive literature, and information on the adaptability of their machinery for use with Spanish materials to M. Gonzalez, Secretario Delegacion en Onda de la Agrupacion Nacional Sindical de Industriales Azulejeros del Sindicato Nacional de la Construccion, Vidrio y Ceramica Ave. de Jose Antonio, 148, Onda, Spain.

Market for ophthalmic goods surveyed in major countries

The Business and Defense Services Administration is conducting a marketing survey of ophthalmic goods in the major countries of the world.

The information, being compiled by U.S. Foreign Service posts in each country, covers such marketing information as production, channels of distribution, consumption, foreign trade, and market potential for lenses, frames, eyeglasses, and other ophthalmic goods.

Copies of individual country reports may be obtained by writing to the Scientific, Photographic and Business Equipment Dvision, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

SWEDISH OPTIMISM: The recent sluggishness of the Swedish pulp and paper industry has not discouraged Korsnan AB from its $30 million project to expand pulp production at its Karskar plant from 190,000 to 235,000 tons a year. Kraft paper production has also been boosted from 70,000 to 90,000 tons per year. The pipelike structure in the foreground is an 87-meter rotary tubular kiln used for lime recovery. (Swedish-American News Exchange Photo)

Swedish growth becoming spotty; overall trade up but U.S. sales lower

Construction sector depressed; iron ore surprisingly robust; EFTA area import duties cut; merchant tonnage record set

The general West European economic slowdown has spread to the Swedish economy, and trade levels with the U.S. tailed off sharply in the first quarter of 1962.

Statistics on Sweden's 1961 trade with the U.S. show a fall in both directions.

Imports from the U.S. fell $24 million, or 6.8%. However, this reduction does not indicate any deterioration in the Swedish market for American goods, according to the U.S. Embassy in Stockholm.

Figures on overall foreign trade for the first quarter show that imports amounted to $787 million (4,079 million crowns) compared to $722 million (3,741 million crowns) for the first quarter of 1961. Exports reached a value of $681 million (3,530 million crowns) compared with $621 million (3,271 million crowns) in 1961. The $65 million (338 million crowns) increase in imports was in part accounted for by larger imports of fruit, yarns, woven goods, machinery and transportation equipment. The number of motor vehicles imported rose to 31,694 (from 29,942). Commercial iron and steel imports declined by $4.6 million (24 million crowns) in value from 268,400 to 258,200 metric tons.

Exports rose by $50 million (259 million crowns) over the first quarter of 1961. More than two-thirds of this amount was accounted for by increased exports of machinery and equipment ($36 million). Motor vehicle rose by $12 million (from 11,991 to 17,740 units) and ships by almost $3 million. Exports of pulp fell in value by over $17 million and of iron ore by $2.4 million in comparison with the first quarter of 1961. By far the greater part of the decline was registered in airplanes, an expensive and one-time purchase, whose imported value fell by $18 million.

Other categories of goods showing substantial declines were metallic ores and scrap metal, whose import fell by over $5 million, cereals by $3 million, and chemical elements and compounds by more than $2 million. The U.S. remained the third most important single supplier of Sweden's imports, ranking behind the Federal Republic of Germany and Great Britain.

Swedish exports to U.S.

Exports to the U.S. also fell, dropping by $28.3 million (17.3%), a substantial decline being noted in the export of passenger automobiles.

The U.S. ranked sixth as a purchaser of Swedish exports, behind Germany, Great Britain, Norway, Denmark and the Netherlands.

The apparent overall weakening of Swedish exports to the U.S. may to some extent reflect a certain lessening of selling effort to the North American markets as a result of the strength and growth of Sweden's exports to Europe.

The Swedish economy remained generally strong during first quarter 1962, however, weak spots developing in certain sectors of the economy gave rise to some anxiety at the quarter's end.

While the engineering and consumer goods industries continued to expand, the weakened European markets for such Swedish exports as iron and steel, lumber, pulp and paper, resulted not only

in thinning orders and slower shipments but also in some stagnation in these industries' output.

Paralleling a levelling of overall production, the rise in industrial employment also ceased and the shortage of labor in some sectors was less acute than at the beginning of the year.

Reflecting the slowdown of the worldwide capital investment boom private industry showed a very marked reluctance to invest. This reluctance was particularly evident in the area of industrial building and construction sector, which can be accurately measured by the number of building start permits.

To stimulate the economy, the Riksbank reduced the discount rate from 5 to 4.5% on April 6, and on June 8 it was further lowered to 4%.

In early May, the Government took measures to accelerate construction of public buildings such as schools and hospitals, and to increase residential construction.

The consumer price index jumped 3 points in January, mostly due to the increase in the turnover tax from 4.2 to 6.4% on New Years Day.

Although both wholesale and consumer prices remained generally at the January level throughout the quarter, this may well be a pause before a steady climb.

General wage contracts providing for increases in wages, salaries and fringe benefits over the next 2 years were signed in April. These increased labor costs will inevitably give rise to price increases, especially in such areas as food prices, since farmers raise their prices when industrial wages rise, and consumer services such as railroad passenger fares, freight and postage rates.

Unemployment from February through April was somewhat higher than in the boom year 1961, with the greatest part of the increase in building construction. Unemployment totaled 31,692 in March, nearly 7,000 more than a year ago.

The total of unemployed construction workers reached 13,000, more than 4,600 above March 1961.

Industry pauses

The first quarter of 1962 witnessed a noticeable slackening of general industrial activity.

Although, generally speaking, signs of brisk economic activity prevailed throughout the country, some vital sectors of industry were hard hit by a drop in foreign demand for a few traditional Swedish exports, resulting from cautious purchasing policies by importers.

Chief weak spots were wood pulp, lumber and base metals. In general, the consumer goods industries, as well as the machinery and engineering sectors, remained expansive even though the growth was not as vigorous as during 1961.

Iron ore surprisingly good

Events during the first quarter of 1962 failed to justify the concern which the growth slowdown in European steel production generated regarding the market outlook for future sales of Swedish iron ore.

Leading exporting mines announced their intention to gear the rate of ore extraction to an anticipated smaller foreign demand during 1962, but recent data indicate that iron ore output has continued at peak levels, reaching an all-time first quarter high of 6,195,000 metric tons. This represented a gain of 1% over the previous quarterly record established last year.

Encouraged by this unexpected trend, the iron-mining industry pressed on with various projects during recent months, with the nation's leading producer (LKAB) reportedly making considerable progress in implementing its large-scale mine expansion and improvement program. The program, scheduled for completion by about 1968, provides for an expansion of the company's annual production to 24 million metric tons, from approximately 17 million tons at the present time.

Following a lengthy period of almost uninterrupted growth, Swedish iron and steel production leveled off during the first quarter at the high level of last quarter 1961.

The first quarter brought no improvement in the industry's overall order position, and order backlogs continued to shrink, especially with respect to domestic orders. Moreover, producers' inventories continued to grow as sales prices of most major steel items remained unsatisfactory to the mills, with several complaining about a further squeeze in their already narrow profit margins.

The depressed steel prices were blamed mainly on the need for Swedish producers to compete with steel originating in European Coal and Steel Community Countries.

Pulp and paper pause

The slowness which has characterized the pulp market since mid-1961 continued into 1962. First quarter pulp production was only slightly under the levels of the first and last quarters of 1961, but export sales remained sluggish, mill shipments were relatively insignificant, sales prices were extremely depressed, and there was a falling off in overall orders.

Total pulp inventories held by the mills had swelled to 522,000 metric tons by the end of March, the highest figure recorded since April 1958.

Pulp buyers abroad were holding back purchases in the hope that the Swedish producers would make even further price concessions. Buyers' pulp inventories however, have reportedly shrunk to the

ELECTRIC POWER: The glistening machine hall at the Stornorrfors hydroelectric plant in northern Sweden stands ready to supply local industry. The Swedish economy remains basically strong and vigrous despite several recently-developed weak spots. (Photo courtesy of the Swedish-American News Exchange)

PEPPERMINT STICK: Swedish workers watch a deceptively innocent-looking piece of white-hot tubing roll along the production line at the brand new Hofors tube mill in Central Sweden. The factory manufactures thickwalled seamless tubes for ball-bearing rings. (American-Swedish News Exhange Photo)

point where it will soon be necessary to replenish them.

Sweden's paper industry was better off than the pulp industry, although the slackening in market demand caused producers to curtail output of some grades. During the quarter the industry decided to cut production of newsprint and kraft papers to bring about better balance between supply and demand.

Lumber rallies

The sawmill industry, which was confronted with marketing difficulties during a good part of 1961, found itself in a better position early in 1962. It now seems likely that the industry's decision to cut back sawnwood production to levels more consistent with current market demands will not have to be carried out to the extent earlier envisaged

There are definite signs that the export market for Swedish lumber is gradually recovering, although the industry does not hope to equal the large volume of 1959 and 1960 exports during 1962. Export prices for Swedish sawnwood, however, are slightly under the average 1961 level and remain unsatisfactory to producers.

Shipbuilding healthy

Activity in the shipbuilding industry has been sustained at a high level and, despite a slight decline in new orders, the industry's order backlog of over 2,500,000 gross tons is adequate to maintain full-scale operations at the leading yards for several years.

The shipbuilding industry even increased its total labor force during the January-March period. This could be achieved only with extreme difficulty, since an acute shortage of skilled labor persists in all shipbuilding centers.

The position was somewhat different for the small shipyards, which in recent years have been hard hit by the shipping recession. The shift toward use of increasingly larger vessels is leaving a diminishing share of new construction for these yards, whose operations have become largely confined to repair and maintenance work, and the building of specialized craft such as tugs, steel trawlers, and ferries.

During 1961 the lack of adequate employment forced three small yards to discontinue operations or enter other spheres of activity.

Sweden's merchant fleet passed the 4-million gross ton mark for the first time during the first quarter of 1962.

Livestock output up

Due to larger milk and meat production during the first quarter of 1962, livestock products rose by 6% above the corresponding level of 1961. The larger supply combined with lower world market prices to exert pressure on wholesale prices of farm products, which were unchanged in spite of higher import taxes.

On April 6, import taxes on agricultural commodities were adjusted upward by an average of about 12% to compensate farmers for wage increases estimated at about 8.5% in the industrial sector. This action raised the agricultural price level by around 2%. At the same time the ceiling and floor prices were raised by 3 to 4%.

Trade pact with Russia

A new 3-year trade agreement with the U.S.S.R. was signed in Moscow on February 2, 1962.

Sweden put an additional 10% reduction in EFTA tariffs into effect on March 1, 1962, her third reduction under the EFTA Convention for a total reduction of 40% in intra-area tariffs since July 1, 1960.

Within the framework of the multilateral GATT negotiations carried on in Geneva since the summer of 1961, an agreement on cuts in tariffs between Sweden and the U.S. was announced in Stockholm on March 19, 1962. American exporters will receive concessions from Sweden on such products as canned pineapple and peaches, citrus fruit juices, certain vegetables and sauces, straddle carriers and juke boxes.

Moreover, Sweden will bind the duties on roasted coffee, crackers, shaving soap, rubber gloves, thread-cutting tools, steam turbines, combustion engines, industrial sewing machines, vending machines and miscellaneous tools. The agreement has been ratified by the Riksdag and should become effective on July 1, 1962.

Sweden continues to prepare for the opening of negotiations aimed at association with the Common Market. She applied for the negotiations simultaneously with Austria and Switzerland on December 15, 1961.

Spanish chocolate industry seeking modern equipment

The Spanish chocolate industry plans to modernize its facilities with up-to-date equipment.

Since the required machinery is not produced in Spain, recent trade liberalizations permit chocolate manufacturing machinery to enter Spain without import licenses.

Interested U.S. manufactures of machinery for processing chocolate in all its forms should send catalogues, descriptive literature, prices, and conditions of sale to the Director General, Agrupacion Nacional de Fabricantes de Chocolate, Calle del Prado 26, Madrid.

Mexico to expand electric power facilities, extend toll transport system

World Bank makes loans totaling $160 million to assist Government in undertakings

The Mexican Government, with the help of 2 World Bank loans totaling $160.5 million, plans a country-wide expansion of electric power facilities and an extension of the toll transport system.

The electric power loan — $130 million — will help to finance the current $435 million 4-year expansion program of the Federal Electricity Commission.

A total of 2,550,000 kilowatts of new generating capacity will be added to the Commission's systems under the program. This will triple the Commission's capacity.

The second Bank loan, $30.5 million, will help to finance a 3-year expansion program of the Federal Toll Roads and Bridges Authority.

The program includes:

Construction of 240 miles of new toll roads — 2 out of Mexico City and 1 from Tijuana to Ensenada.

Four access roads totaling about 78 miles in length.

Five toll bridges.

Acquisition of a ferryboat and construction of its terminals at La Paz near the southern end of Baja California and at Mazatlan on the continental shore.

Power loan

The power loan was made jointly to the Federal Electricity Commission and to Nacional Financiera, S.A.

The Commission is an autonomous agency charged with the development of electric power in Mexico. Nacional Financiera is an official financing institution which is authorized to receive loans on behalf of the Government.

The program provides for construction or enlargement of 13 thermal plants with a total capacity of 1,260,000 kilowatts and of 10 hydroelectric plants with a total capacity of 1,130,000 kilowatts.

This capacity will be installed in the Commission's major systems serving the most important centers of industry and population.

The major centers are as follows:

Central (serving the Mexico City area), Puebla-Veracruz, Guanajato (serving the Guadalajara area), Torreon-Chihuahua, Sonora-Sinaloa, Monterrey, Acapulco, Merida, Tijuana-Mexicali, Minatitlan.

Smaller plants having a combined capacity of 160,000 kilowatts will be constructed under the Commission's rural electrification program.

The project also includes the construction of 2,800 miles of transmission lines with associated substations, and expansion of the Commission's own distribution systems.

Toll transport program

The $30.5 million was made jointly to the Federal Toll Roads and Bridges Authority, an agency of the Government in charge of toll transport facilities and to Nacional Financiera.

Two of the toll roads are the first stages of 2 major routes out of Mexico City: to the east toward Orizaba and Veracruz, and to the north in the direction of Pachuca.

The Mexico City-Orizaba road is in two different sections: a 4-lane, 70-mile section from Mexico to Puebla, and a

NEW EXPRESS HIGHWAY: Shown above is part of the Santa Marta network of underpasses and overpasses at the start of the new Mexico City-Puebla express highway. The Mexican Government is carrying out a 3-year toll transport program. The World Bank is assisting the project with a loan of $30.5 million.

2-lane, 87-mile section from Puebla to Orizaba.

The first section is providing the capital with a new link to the important industrial city of Puebla. The second will link Mexico City and Puebla with the rich agricultural and industrial area of Orizaba and Cordoba.

The road toward Pachuca will be a 4-lane, 20-mile highway from Mexico City to Venta de Carpio. The existing road cannot adequately serve this rapidly developing area which is the site of a new international airport.

The third toll road, from Tijuana near the U.S. border to Ensenada, will be a 4-lane, 64-mile highway along the West Coast. It will make this part of Baja California more accessible for tourism, one of Mexico's most valuable sources of foreign exchange earnings.

Three of the access roads included in the program will lead into the new toll roads being built out of Mexico City, and the fourth will connect with the existing expressway to Cuernavaca.

The 5 toll bridges will replace inadequate barge and ferry services and provide reliable and faster links in the road systems of the regions they serve.

Finally, the program provides for establishments of an efficient ferry service about 250 miles across the Bay of California from La Paz, the main city of Baja California, to Mazatlan, the nearest well-equipped port on the continental shore of Mexico.

The development of agriculture, fishing and tourism will be greatly facilitated by the new ferry service which will link the peninsula with the continental transportation network.

The program provides for terminal facilities on each side and for acquisition of a ferry which will be 4,000 tons; it will be built to accommodate 100 cars and 500 passengers.

New textile mills due for late 1963 Indonesian start

Three textile mills are in various stages of construction in East Java: a finishing mill with capacity of 3.5 million meters of cloth annually, now 80% completed, near Bang Kalan, Madura, using Japanese reparations; a 30,000-spindle spinning mill with capacity to produce thread for 28 million meters of cloth annually, going up near Pasuruan, using English equipment financed with a private $4.5 million credit from Platt Brothers; and a 15,000-spindle mill, being built near Malang under Japanese reparations agreement. All are to be completed by the end of 1963.

Agriculture leads continued Greek upswing; outlook good for U.S. trade and investment

Industrial and service sectors also gain impressively; Government planning drive for more foreign investment

The continuing high level of activity in all segments of the resurgent Greek economy should provide U.S. business with increased trading opportunities, particularly in the areas of agricultural and transportation equipment.

From all indications, the economy is expected to maintain its vitality throughout most, if not all, of this year.

The 16% rise in agricultural output in 1961, plus lesser but still impressive gains in the industrial and service sectors, have resulted in increased consumption, savings and investment, according to the U. S. Embassy in Athens.

Without any significant effect on internal prices, increased purchasing power has absorbed virtually all imports, which are rising at an annual rate of 12%.

The rate of growth in bank deposits, the major source of the economy's loan financing, fell off somewhat in mid-1961 but has risen sharply since November.

U.S. prospects good

For the U. S. exporter, the prospects for 1962 appear even better than in 1961, when total private exports to Greece amounted to approximately $80 million.

The demand for producer goods of all types is rising steadily.

A particularly strong market exists for such items as earth-movers, building supplies, industrial machinery, chemicals, scientific apparatus, as well as agricultural, transportation, automotive service, and repair equipment.

The Common Market agreement of association with Greece is not expected to become effective soon enough in 1962 to impair the competitive position of U. S. exporters. The internal tariff adjustment is not expected to hinder American businessmen either.

U. S. sales to Greece are bolstered by U. S. public loans tied to procurement from U. S. suppliers. Various trade control and tariff rulings during the first quarter of 1962 also stand to benefit U. S. exporters of undressed oak lumber, foodstuffs, chemicals, industrial raw materials, machinery, equipment, and parts.

Import duties cancelled

Duty-free admission until December 31, 1962 was authorized for imports of fishmeal, meatmeal, soybean flour, special feedstuff preparations for livestock and poultry, spare elements, aminoacids, inorganic salts, cod liver oil, tonic preparations for reinforcing animal and poultry feedstuffs, and various patent medicines containing soybean flour, corn flour, bean or similar meal.

Importation of machinery and equipment for use in industrial projects valued over $3 million was exempt from import duties and an embargo on imports of undressed oak lumber was relaxed.

Import credit regulations were extensively revised to permit Greek importers to pay for numerous specified commodities considered essential to Greece's economy on more liberal time payment terms ranging from 3 months to 3 years.

For example, the maximum time settlement allowed for imports of industrial raw materials was extended from 6 to 12 months while machinery and parts payments were extended from 2 to 3 years.

Investment activity brisk

Greece's relatively small industrial sector continues to lag behind the average 8% rate of growth foreseen in the 5-year development program for 1960-64.

New investment in the manufacturing sector has also been at a disappointing level despite a modest increase in 1961.

Greek officials have realized the urgent necessity not only of expanding the industrial base of the country but also of readjusting and modernizing

its industrial plant to meet Common Market competition.

A recently announced new economic program places its main emphasis on the resolution of these problems.

In implementing this program, the Government has reduced red-tape in approving private investments for the establishment or expansion of industries, has lowered power rates for agricultural and industrial producers and has established more attractive interest rates on public and private bank loans to export industries.

A bill designed to modernize Greek corporation law was also introduced.

These measures combined with such other factors as political and monetary stability, impending Greek association with the Common Market, a developing industrial infrastructure, an abundant supply of unskilled labor, and the attractive features of the foreign investment laws are beginning to have desirable results.

Foreign investment spurts

Foreign investment projects approved under the investment laws totalled approximately $20 million during the first quarter of 1962 as compared with $45 million for all of 1961.

Other significant developments may accelerate the rate of investment growth this year.

Until recently Greek entrepreneurs had hesitated to venture into the industrial sector.

However, in the past few months, there have been signs of a growing readiness to consider industrial opportunities, particularly in collaboration with experienced foreign investors.

The government is also planning to launch a foreign investment promotion program to attract U. S. and European investors.

Capital market perks up

A capital market may be developing in Greece. For the first time since World War II individuals appear to be interested in investing their savings in productive enterprises.

One bond issue has already been floated with spectacular success and several companies are planning to test the capital market with stock and bond issues later in 1962.

Several new opportunities for U. S. investors are emerging. Investment in industries such as food processing, chemicals, petro-chemicals and ready-made clothing offer the most promising possibilities.

Numerous new industrial projects are presently being considered by the Greek Government or are already under construction by local and private investors.

These include enterprises for the production of tires, phosphoric acid, ammonium phosphate fertilizer, high tension cables, cold-rolled steel, fertilizer from garbage, household equipment, radios and electronic equipment, spun cotton, sugar mills, fiberboard, straw pulp, and aluminum.

Projects still in the formative stages are the expansion of the government-owned refinery, and construction of a new refinery, 2 new shipyards, various chemical, automotive assembly, electrical equipment, fruit juice, and canning plants.

Steel plant studied

The government-owned Industrial Development Corporation (IDC) is reviewing a feasibility study completed by the Koppers Company of Pittsburgh for a steel plant with an annual capacity of 250,000 metric tons.

It has also completed or contracted for a number of regional industrial development and specific feasibility surveys.

In addition the IDC is considering a steel fabricating plant, a woolen textile plant, a tannery, a shoe industry, and a cotton spinning complex.

It has established a $1 million corporation which will engage in the quarrying, processing, and exporting of marble.

Sales of the 1961 tobacco, citrus fruit, apple, raisin, fig, and rice crops continued satisfactorily during the quarter.

Surplus rice production caused pressure on the government to embargo imports and license exports.

However, this pressure disappeared after a rise in prices and an increase in demand; consequently, U. S. exports of rice have continued.

Unemployment major problem

During the first four months of 1962, relatively little changes occurred in the labor situation.

Unemployment remained a major problem with a surplus of unskilled and a shortage of skilled labor.

The Ministry of Labor estimates that unemployment among the industrial labor force of 760,000 will go as high as 170,000 during the year.

The high level of unemployment is expected to be reduced below 100,000 during the summer months, however.

At the end of 1961, Greek convertible reserves rose $25 million to $245 million, the embassy reported.

During January-March 1962 these reserves increased another $29 million.

The latest increase in reserves was due primarily to combined receipts of $35 million from Italian and German reparations.

The tourist industry appears to be headed for a record year in 1962. Data for the first 2 months show tourist arrivals and expenditures up 18% and 22%, respectively over the same period in 1962.

French industry rallies strongly after April pause

Production outlook excellent despite lowered foreign demand

French industrial expansion picked up again in May, after an April slowdown, and a favorable trend in most industrial sectors is forecast for the rest of the year by French Government statisticians.

However, businessmen are somewhat less optimistic now than at the beginning of the year, according to the American Embassy in Paris.

In the petroleum and automobile industries the outlook for the coming months continues very favorable, although foreign sales are expected to slacken a little.

Expectations are also optimistic for industrial equipment, chemicals, printing, and construction materials. Prospects appear especially good for chemicals, where increases in production and foreign demand are forecast.

In the important metals producing sector, both demand and inventories are normal. Foreign sales, however, are less satisfactory than earlier this year.

Production of mechanical and electrical semi-manufactures is not expected to change much, while producers of consumer goods and paper industries are likely to continue their moderate expansion. However, prospects for these sectors will be limited by excessive inventories.

The recent decline in the textile, clothing and leather industries appears to have leveled out, and no further drop is envisioned outside of seasonal fluctuations.

Trade mission finds little trade for U.S. in French dominated Central African Republic market

Population more than 90% rural; industries extremely limited; lack of transportation stunts already small growth potential

Based on report of a Trade Development Mission to the Central African Republic

The recent U.S. Trade Development Mission to the Central African Republic found little immediate liklihood of American exporters expanding their limited share in the French-oriented market of this recently independent nation.

Current imports from the U. S. are generally confined to the following commodities: air-conditioners, cameras, second-hand clothing, petroleum, oil and lubricants, refrigerators and parts, washers and parts, fuel motors, agricultural and forest machinery parts, boats, generators, cotton gin parts, cars and parts, tractor, farm and textile machinery and parts, table linen and mosquito bars.

At present the Central African market for American goods is very limited.

Radios and certain household appliances are subject to quotas which tend to limit the sales of these American goods.

Purchases from the dollar area are subject to licensing, but licenses have been granted rather freely to local firms recently.

Located in the interior of Africa just north of the equator, the Central African Republic became independent in August 1960.

It covers an area of 238,000 square miles, slightly smaller than Texas. More than 90% of the population live in rural areas, with the capital of Bangui (population 100,000) the only urban center of more than 25,000 persons.

The country, which has a tropical climate, is situated on a 2000-foot plateau.

Recent estimates place the country's population at 1.2 million, with about 6,000 Europeans, who are principally French.

Population density is only 1.7 persons per square kilometer, making the nation one of most scarcely populated countries of the world.

The death rate is very high (30 deaths for 48 births) and life expectancy only 35 1/3 years. The country includes many ethnic groups and languages, but French is the official language.

The school population amounts to about 70,000 pupils, with only a few high schools and no college. About 90% of the population is illiterate.

Subsistence agriculture

The Central African Republic, which together with Chad ranks among the most underdeveloped areas of the world, is essentially an agricultural country.

Food crops, which are raised for subsistence and barter, include cassava, avocadoes, bananas, mangoes, pineapples, lemons, limes, millet and rice. The nation's export economy is based almost exclusively on cotton, coffee and peanuts.

Cotton is cultivated throughout the country, except in the forest regions and the northeast border.

Drought in the north and floods in the south cut the 1961 crop to an estimated 27,000 metric tons, compared to 34,000 tons in 1960.

Raise instant coffee

Coffee production, which is growing slowly, reached about 8,000 metric tons in 1961.

Most of the coffee production, the "Robusta" type used for instant coffee, is exported. About 900 tons went to the U.S. in 1961.

Other agricultural commodities produced for exports consist of palm kernels (800 tons), tobacco (250 tons), sesame seed (1,500 tons) and rubber (800 tons).

Stock raising is of marginal economic importance and is carried on in the few regions where sleeping sickness is not prevalent.

The herds, estimated at 350,000 head of cattle and 80,000 sheep, are too small to cover domestic needs and meat is imported from Chad.

The government is introducing about 650 head of livestock resistant to sleeping sickness each year, which should gradually increase the importance of stock raising.

Lumber has promise

Lumber is considered to have great potential among the nation's natural resources. Increased production depends on improving transportation facilities to open up the rich forest area in the southwestern part of the country.

In 1960 about 110,000 cubic meters of rough timber and 32,000 cubic meters of sawed lumber were produced.

Rough timber is exported to the Congo (Leopoldville) by floating it to its destination and precious woods, notably African mahagony, are exported to Scandinavia, the United Kingdom and South Africa.

Tourism is another area with considerable economic potential, in view of the country's big game resources.

The bulk of Central African Republic's commodity exchanges are carried on with the Franc area.

Principal imports, which in 1961 amounted to $21 million ($13½ million coming from France) included cement, steel, vehicles and parts, construction equipment, textiles, beverages and foodstuffs such as wheat flour, rice, tea, fats, canned fruits and vegetables and fish.

Chief imports from the dollar zone, valued at $1.6 million in 1961, comprised petroleum products (including oil and lubricants), equipment and machinery, and consumer goods such as tobacco, beverages and used clothing.

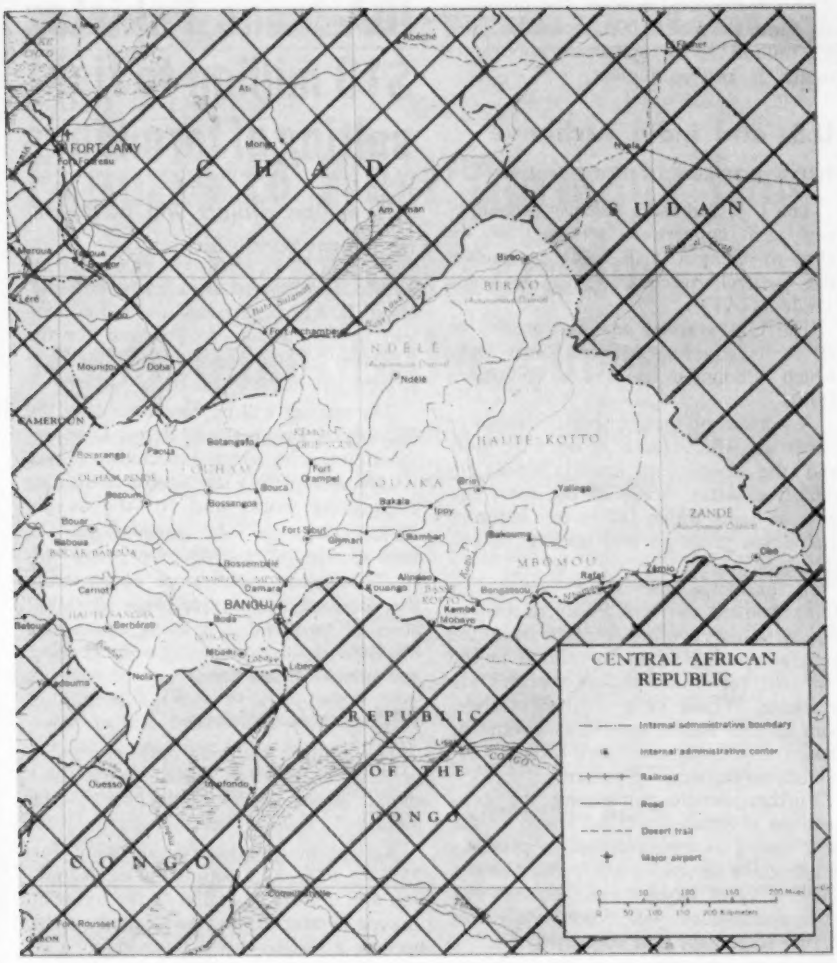
Total exports in 1961 were valued at $13.8 million, with the bulk shipped to France.

Cotton was the country's chief export, followed by coffee, diamonds, sisal, unshelled peanuts and skins.

Sparse industry

Manufacturing is extremely limited. Industrial activities, on a relatively small scale, consist of beer brewing, soft drink production, lumber processing, power generating, cotton ginning, spinning and weaving, manufacture of canvas shoes, some clothing and soap, bicycle assembling and kitchen aluminum and steel metalware finishings.

Diamonds and gold are the only mineral resources presently exploited. Production of these items is controlled by the Government. Gold production in 1961 amounted to only 2.5 kilograms while about 50,000 carats of diamonds were mined. The country's lightly policed



LANDLOCKED: The Central African Republic transportation problems are readily apparent from a glance at the map. Cut off from the sea and the world's major markets, her trading prospects are limited.

frontier makes smuggling a major obstacle to normal exploitation of these resources.

Transportation chief problem

Its land-locked location and lack of an economic access route to the sea is the major cause for its serious economic difficulties.

Tremendous transportation obstacles over long distances make shipment costs almost prohibitive.

Although there are some 11,000 miles of roads and trails, only about 3,600 miles are usable the year around.

The road system is used chiefly for transporting cotton, oil, gas, salt, flour and sugar.

Heavy tropical rains make it extremely difficult to maintain the roads.

While there are 370 miles of navigable waterways, the flow of water varies considerably from season to season, and the unevenness of the river beds makes it difficult for boats to pass.

Bangui, the principal port is located on the Ubangi river. Tributaries of the Ubangi, the Ouaka and Kotto, are overgrown with thick vegetation.

The country has no railways, but a railroad connecting Bangui with Yaound and the port of Douala in the Cameroon is tentatively planned.

Special considerations

The Central African Republic enjoys certain trading advantages extended by France. Agricultural products exported to France enjoy a reserved market and are sold at prices above world market levels.

Multiple import taxes

All imports into the Central African Republic regardless of origin are subject to customs duties ranging from 5 to 43%.

An 11% sales tax is also levied, plus a 5% transaction tax. Textiles and commodities such as liquors are subject to additional special taxes.

Export products are also taxed from 10-15% ad valorem, calculated on an arbitrary price which is usually only a fraction of the actual product price.

Central African commerce is dominated by foreign firms, mainly French and some Portuguese. There is no Central African entrepreneurial class or capital in view of the absence of savings and the extremely low per capita income, estimated at about $55 per annum.

May enact code

There is at present no Central African investment code. An Equatorial Customs Union, which includes Central Africa, investment code has been drawn up and the government is expected to promulgate it as its national investment code.

The Central African Republic is a member of the Franc zone and its trade is overwhelmingly with France. With the country's exceedingly limited financial resources it is dependent on foreign aid, principally from France.

French contributions, under various forms, amount annually to about $22 million. The Central African Republic is also receiving aid from the European Economic Community and Israel.

Netherlands keeps credit curtailment

The Netherlands Bank special plan to curtail credit expansion will be extended at least until September 1962. The plan, which was put into effect August 31, 1961, requires commercial and agricultural credit banks to deposit special cash reserves with the Netherlands Bank covering that part of domestic credits which exceeds an established ceiling.

For 1961, the Bank's ceiling permitted domestic credits to expand by 15% over the level at the end of 1960. For the first 4 months of 1962 the maximum expansion rate was established at ½% per month, and this rate has now been extended through September.

During first quarter 1962, the ceiling was exceeded when domestic credits extended by the entire banking system increased by more than ½%. Therefore, those banks which had granted credits over their individual ceilings must make non-interest bearing cash deposits with the Netherlands Bank.

The total of these deposits is estimated at approximately $40 million.

Panama to expand water facilities in 7 towns

Inter-American Development Bank approves $2.7 million loan

Panama is planning to improve and expand water supply facilities in 7 interior towns.

The Inter-American Development Bank has approved a $2,762,000 loan from the Social Progress Trust Fund for the project.

Towns to be benefited include La Chorrera, Penonome, Santiago, Aguadulce, Chitre, Las Tablas and David.

Only about 53% of the 14,000 dwellings in the 7 towns are connected by the existing water supply systems. The expansion program, when completed in 1964, will raise this figure to 67%.

A further increase to 85% by 1980 is planned, as additional improvements are undertaken.

Varied installations

The project consists of construction of 3 subsurface wells in Aguadulce and 2 in Las Tablas, installation of pumping stations and treatment plants in La Chorrera, Santiago and David, installation of 169 fire hydrants for fire protection, and expansion of the distributing networks by about 120 kilometers of new piping, as follows:

La Chorrera, 4,900 meters; Penonome, 12,286 meters; Aguadulce, 23,390 meters; Santiago, 26,473 meters; Chitre, 5,200 meters; Las Tablas, 4,813 meters, and David, 43,540.

The improved water supply is expected to reduce Panama's death rate attributable to water-borne diseases, now estimated at about 7 per thousand.

In addition, the improved living conditions in these rural areas are expected to reduce the rural migration into Panama City, the nation's capital, and into Colon, the second largest city.

Modernization of the water supply systems in these towns is also expected to promote the establishment of new industries, especially those engaged in food processing and in the manufacture of building materials.

The borrower is the Instituto de Acueductos y Alcantarillados Nacionales de Panama, an autonomous governmental body responsible for the country's water and sanitary services.

The Trust Fund loan will cover about 72% of the total cost of the project—an estimated $3,835,000, including about $2 million to be spent on imports of materials and equipment.

U.S. and India exchange tariff concessions under GATT

The U.S. and India recently exchanged new tariff concessions arising from the 1960-61 Geneva tariff conference under the General Agreement on Tariffs and Trade (GATT).

The U.S. granted new concessions on 29 items covering imports from India which amounted to $51.3 million in 1960.

A portion of these imports consists of items on which there is no U.S. duty and the concession merely binds this duty-free status. Some of the more important items which fall in this category are lemon grass oil and mica films and splittings.

In exchange for these concessions India granted the U.S. new concessions on 26 items covering imports from the U.S. amounting to $43.6 million in the last year for which import statistics are available. Trade in a number of these commodities should expand as a result of the tariff concessions and India's economic development program.

Further details concerning the concessions negotiated will be issued in the near future as a supplement to previous publications analyzing the results of the Geneva Tariff Conference. Most of the U.S. concessions will become effective in two stages, the first on July 1.

Kennedy, Mateos see signing of $20 million Alliance loan

Presidents Kennedy and Mateos witnessed the signing of a $20 million Alliance for Progress loan for long-term credit to small Mexican farmers during the President's recent visit to Mexico.

Funds from the loan, which will be made available by the Agency for International Development (AID), will be combined with new public and private Mexican resources into an expanded program of agricultural extension services by the Government of Mexico.

The Government of Mexico estimates it will devote from 1 to 1.5 billion pesos to the program of extending long and medium term credits to small farmers.

The AID loan will be repaid in 40 years with ¾% interest per year. Repayment of the principal will begin 10 years from the date of the first disbursement of the loan funds.

IDA loans Pakistan $18 million to fight salting of farmlands

$31 million project will be open to international bidding

The International Development Association (IDA) has extended a credit equivalent to $18 million to Pakistan for the Khairpur ground water and salinity control project in the lower Indus Valley.

The project will be constructed by the West Pakistan Water and Power Development Authority and is expected to take 3 years to complete. Contracts for the major engineering works and for the supply of equipment will be awarded on the basis of international competitive bidding.

The project will restore and protect the productivity of more than 300,000 acres of farmland now being driven out of production by increasing water-logging and salinity of the soil.

Will raise farm income

The project will not only prevent a further decline in productivity, but should increase farm production by $11 million (52 million rupees) annually.

Agriculture provides employment for 75% of Pakistan's population of 96 million and contributes 60% of the national income. Water-logging and salinity have become a serious threat to production in West Pakistan, where more than half of the 40 million acres under cultivation depend on irrigation.

The most important irrigation area is the Indus Basin, stretching from the mouth of the Indus River on the Arabian Sea to the Salt Range Mountains 800 miles to the north.

Old works inadequate

Large scale irrigation was introduced to the Indus Basin at the turn of the century, but lack of suitable drainage facilities has led to the progressive deterioration of several million acres of fertile land in the last 10 years.

A long-term program is being worked out to deal with this situation throughout the Basin; in the meantime, detailed plans have been completed for control schemes in specific districts, among them the Khairpur area.

The total cost is estimated at the equivalent of $31 million, of which $18 million will be required in foreign exchange.

CHANGE OF EMPHASIS

Exports to West Germany face closer technical scrutiny, fewer quantitative curbs

U.S. industrial exporters advised to learn current rules applied to their products by Federal, State governments

More stringent application of technical, safety and health regulations can be expected by American exporters of industrial products to the Federal Republic of Germany.

With quantitative restrictions virtually eliminated by Bonn, the technical requirements—some Federal, some imposed by the States *(Laender)*—are becoming increasingly important. The U.S. Embassy at Bonn reports little effect so far on the volume of U.S. finished goods going to Germany ($680 million in 1961, 16% over 1960), but this may be due to past leniency pending the formulation of new administrative rules.

Avoidable obstacles

While the German regulations do not discriminate in principle against foreign products, and officials are generally fair, language, administrative and other difficulties may confront the exporter who has not examined the procedures in advance.

Many Federal and State codes and statutes restrict the installation or use of industrial commodities in Germany to protect public interests; few directly restrict sale or manufacture.

Examining units

In a specific Land (State), information may usually be obtained from examining bodies like the Technical Supervision Associations—associated in Vereinigung der Technischen Ueberwachungs-Vereine e.V., 54/60, Huyssenallee Essen—or other associations such as the Verband Deutscher Elektrotechniker (VDE) e.V., 6/8 Osthafenplatz, Frankfurt/Main (competent for electrical appliances), Deutscher Verein von Gasund Wasserfachmaennern (DVGW) 17, Beethovenstrasse, Frankfurt/Main (gas and water installations), and the Zentralstelle fuer Unfallverhuetung, 157-59 Reuterstrasse, Bonn (an accident insurance carriers' organization acquainted with rules to prevent work accidents).

German rules are tighter than corresponding U.S. requirements in some fields—oil burners and pressure containers, for example—and more liberal in others, as in automobile safety glass.

Commodities listed

Here is a partial list of U.S. industrial commodities which may be affected by Federal, State or local government regulations in Germany:

- Building materials and equipment, including oil-fired heating equipment, oil containers installed in the ground, elevators, parts for garage construction, gasoline separators, lighting equipment in cinemas, subject to Building Code regulations (Bauordnungen) in the various States.
- Electricity generating and consuming equipment and appliances in general, subject to regulations based on the Energy Law (Energiewirtschaftsgesetsz), Section 13.
- Gas installations and appliances, also subject to regulations based on the Energy Law, Section 13.
- Water installation appliances, subject to technical requirements in delivery contracts of public utility companies (the rights of the latter deriving ultimately from legislation).
- Pharmaceuticals, subject to drug legislation.
- Machinery, equipment and appliances of all kinds used for commercial purposes, subject to regulations on the prevention of work accidents (based on German Social Security Code, Section 848). Competent German safety engineers are available at major German industrial fairs (e.g. the Hannover Industry Fair and the Frankfurt ACHEMA exhibition) to advise all exhibitors, free of cost, as to whether their machinery meets work-safety regulations in the Federal Republic.
- Commercially-used equipment and appliances deemed particularly dangerous in themselves or under certain circumstances, such as steam and other pressure boilers, pressure containers, high-pressure conduits for inflammable, caustic or poisonous gases or liquids, electrical equipment used in dangerous places, elevators, and other potentially dangerous equipment—all subject to permanent control and licensing under the Trade Code (Gewerbeordnung), Section 24, and implementing instructions.
- Mining equipment and machinery, subject to regulations under State Mining Codes.

Other industrial products affected by public laws and regulations include mechanical games, weighing and measuring equipment, high frequency and telecommunications equipment, postage meters, motor vehicles and parts, streetcars, railway equipment, ships and some navigational equipment, aircraft and their accessories, nuclear materials and equipment and detergents.

Voluntary compliance

Compliance with non-compulsory recommendations of certain German bodies engaged in industrial standardization activities may be an important factor in sales promotion. The same applies to rules and regulations of professional engineering associations. Government authorities often incorporate these standards—such as DIN (Deutsche Industrie-Norm) standards—in administrative instructions.

Clearing house

The main clearing house for standardization activities in the Federal Republic (comparable in many respects to the American Standards Association—ASA) is Deutscher Normenausschuses (DNA), Berlin/Cologne, which has issued more than 9,000 DIN standards applying to industrial commodities of all kinds, except specific aircraft and defense items. LN (Luft-Norm) standards specifically apply to aircraft, VG (Verteidigungs-Geraete) standards to defense items.

Israel waives import licensing of many items, opening door to more foreign competition

Export licensing procedures also liberalized in program implementing policy announced last February when Government devalued pound

Removal of Israel's administrative restrictions on foreign trade is reportedly well under way, in line with a policy announced last February when the Israeli pound was devalued from £1.80 to £3 to the dollar. This policy relies on the new exchange rate as a brake on import expansion.

Two hundred items were freed from the import license requirement by June 1, with a further list of 200 in preparation for late-summer release; 96 were freed from the export license requirement, while 5 formerly prohibited items were made importable under license and another 54 were under consideration.

Without radically altering the trade pattern, this process begins to expose Israel's economy to foreign competition.

Import licenses for the 200 freed items had been granted freely in the past, but importers gained two distinct advantages from the action: they no longer have to deposit 20% of the goods' import value immediately after licensing, and they are no longer pressed to buy goods from countries with which Israel has clearing accounts.

In the future, importers must be authorized as such by the Ministry of Commerce and Industry. Persons who have imported in the past will be automatically certified, and additional bona fide applicants will also be certified.

In another recent action, 96 industrial and quarry products were freed from export licensing provided that payment be in freely convertible currency and either against documents or by acceptance, or guaranteed by letter of credit or bank guarantee. Export licenses for these commodities had been freely granted in the past. Only exporters who during the year preceding the year of export shipped abroad goods valued at $100,000 or more may export without a license.

According to the Ministry of Commerce and Industry, import licenses will be issued in the future for sewing machines, alarm clocks, linseed oil, starches and shellac, nothwithstanding the fact that these items are also locally produced. A further list of 54 items is under consideration by a joint Government-business committee which is helping to implement the Government's trade liberalization policies.

Lists of the 200 items freed from import licenses, the 96 items freed from export licenses, and the 54 items being considered for import under license may be examined in any field office of the Department of Commerce. Write or telephone the field office for information on products you are interested in.

Cyprus liberalization move allows more U.S. imports

U.S. suppliers are finding increasing opportunity in the Cyprus market, long oriented toward the United Kingdom.

The U.S. Embassy in Nicosia reports that all goods other than those specifically mentioned in a recent Ministry of Commerce and Industry announcement may be imported under an open general import license from the United States and other countries, except those with which Cyprus maintains bilateral trade arrangements—primarily the Sino-Soviet bloc and the United Arab Republic.

Payment for imports will be made in the exporting country's currency or in sterling payable to an external account freely convertible to any other currency in the world.

Items specified in the notification also are importable but require an individual license from the Ministry of Commerce and Industry. They include wheat, certain cotton and synthetic textile fabrics, wire nails, various types of machinery except electrical, amplifiers, wood furniture, clothing, footwear, plastic articles, and many others.

Individual import licenses are not required for bona fide gifts valued at not more than $28 and not to be sold.

Additional information may be obtained from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C. or from the various field offices.

Industrial Bank handles Argentine emergency lending

$53½ million program foreseen under newly announced rules

Argentina's emergency lending program INTERNATIONAL COMMERCE, June 25, p. 41) has been placed in the hands of the Industrial Bank (Banco Industrial de la Republica Argentina).

According to the U.S. Embassy in Buenos Aires, a Central Bank circular stipulates that all firms seeking emergency loans shall apply to the Industrial Bank, which may allow regular commercial banks to participate.

The Industrial Bank was chosen as best able to process promptly the large number of loans in what is anticipated to be an emergency program of about $53,571,429 (6 billion pesos). Loans will be rediscounted automatically by the Central Bank without consideration by any rediscount committee, as envisaged in the original emergency program.

Other changes in plan include:

- Emergency loans may be for 2 years and carry interest rates up to 15%. The rediscount rate will be 7%. The program will terminate on Sept. 30, 1964.
- Loans will be primarily for permitting discharge of domestic obligations, overdue salaries, wages, and suppliers' invoices. At least 25% of each emergency loan must be for the cancelling of overdue tax obligations of the borrower.
- Firms must show the new loans will contribute substantially to a lasting improvement in their financial condition, that no other credit lines are open to them, that production and inventory policies are reasonable and prudent, and that sales terms do not exceed those common in their line of activity.

Coordinating Committee gets EEC draft patents agreement

A draft convention on patents has been completed by the Patents Working Party of the European Economic Community (EEC) and submitted to the EEC's Coordinating Committee on Approximation of Legislation on Industrial Property Rights.

INTERNATIONAL COMMERCE will have further information on the convention when it is promulgated.

Guatemala plans electric power expansion

Projects to be completed within 20-month period

The Guatemalan National Institute of Electrification (INDE) has announced plans to expand the country's electric power supply.

The INDE announced plans to spend $45 million to provide 175,000 kilowatts of installed capacity, but only listed specific proposals for production of 75,000 kilowatts.

The projects are to be completed within 20 months, provided the necessary international and local financing becomes available rapidly.

Guatemala's current installed capacity is approximately 85,000 kilowatts. The proposed expansion, therefore, would practically double the nation's electric power supply.

The projects apparently will be carried out largely in accordance with a study of the country's electric needs, currently nearing completion by the United Nations Special Fund.

Specific projects detailed in the INDE report include:

• A 2-unit diesel-electric plant which would be added to the current facilities at the Santa Maria Hydroelectric Plant on the Rio Samala.

The diesel-electric facilities would provide 3,600 kilowatts at a cost of $750,000 and are expected to be finished in 1963. These facilities would be required to prevent a power shortage before the planned hydroelectric facilities can go into production.

• A hydroelectric plant on the Los Esclavos river, scheduled for completion in 1964, with a capacity of 10,000 kilowatts.

• A hydroelectric plant, called El Canada, to be located downstream from the Santa Maria plant.

This new facility would provide 20,600 kilowatts and is expected to be in operation in 1965.

• A hydroelectric plant, called Atitlán No. 1, which will use the waters of Lake Atitlán and will have a capacity of 40,600 kilowatts. Atitlán No. 1 is expected to be in operation by the middle of 1966.

Although no specific data on them were given, INDE's report mentions 5 other potential power facilities.

The facilities, with their respective installed capacities, are El Palmar, 10,800 kilowatts; Atitlán No. 2, 18,600 kilowatts; Paxmux, 16,000 kilowatts; La Estancia, 4,400 kilowatts; Atitlán No. 3, 14,600 kilowatts and Monte Cristo, 9,600 kilowatts.

The INDE report made no mention of how its plans would affect the U.S.-owned Empresa Eléctrica (American and Foreign Power) which currently has over 60% of Guatemala's installed capacity.

Machinery exporters get Singapore boon

Income tax relief—"Pioneer Status"—has been granted by Singapore's Finance Minister for animal feed-mixes, regenerated lubricating oils, pre-fabricated standard steelframed buildings, brake fluids, switchgears, cables, rubberized coir sheets, glutamic acid, glutamic acid hydrochloride, and yeast.

Interested American manufacturers of machinery for these industries, particularly those providing "turnkey" installations, should send brochures and descriptive literature direct to Mr. Robert TENG Lye Hock, Promotion Officer, Investment Promotion Division, Economic Development Board, 2nd Floor, Fullerton Building, Singapore 1.

Dahomey cuts import duties, taxes in 17 categories

Dahomey has reduced import duties and taxes on 17 items for a trial period of 6 months, to bring the country's tariffs on these articles into line with those of neighboring states and to combat smuggling into Dahomey—a matter of increasing concern recently.

Products admitted under the new regulation cannot be exported from Dahomey to other member countries of the West African Customs Union (Ivory Coast, Mali, Mauritania, Niger, Senegal and Upper Volta), since the former higher rates still apply in those areas.

Substantial reductions in Dahomey's import duties and standard taxes have been made in 17 categories. The complete list can be obtained from the Africa Division, Bureau of International Programs, Department of Commerce, Washington 25, D. C.

Pakistan releases details of import liberalization

Full information on what goods may be imported into Pakistan in the second half of calendar year 1962 and the basis for their importation is now available, the U.S. Embassy in Karachi reports.

Preliminary announcement of the new import policy, described as extending the scope of import liberalization, appeared in INTERNATIONAL COMMERCE on June 25, page 44.

Effects of the new policy on imports of specific commodities may be gauged from material available from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C., or through the various field offices.

Shortage forces rationing of Chile electric power

A system of rationing electric power in Chile's 3 most populous provinces—Santiago, Valparaiso, and Aconeagua—has been instituted for an indefinite period, according to the U.S. Embassy in Santiago.

These provinces have been divided into sectors which are required to go without electricity one day each week.

The business center of Santiago is exempt from the rationing plan, which is expected to be relaxed in early August when the new 100,000 kilowatt thermal plant at Renca in outlying Santiago begins operating.

Higher seasonal demand and lower generating capacity during the winter season brought on the rationing.

Details now available on Colombia pension shifts

Full details on Colombian pension law changes called for in Law No. 171 are now available from the American Republics Division, Bureau of International Programs, U. S. Department of Commerce, Washington 25, D. C. Principal changes include:

• Maximum pensions payable have been increased to 3,000 pesos (about $445) monthly from 1,375 pesos (about $205).

• A pensioners' family and close dependent relatives now share the full pension for a period of 2 years after his death.

• Dismissal without just cause after 10 years' service now entitles the employee to a proportional pension at age 60 based on his average salary during his last year of employment.

Policy coordination sought by Argentine cabinet council

Overseas borrowing priorities, wage-price balance planned

Through a Cabinet-level body headed by the Minister of Economy, Argentina is coordinating its economic and social policies.

Operating as the Inter-Ministerial Council of Labor, Economics and Services (CITES), the unit exercises centralized executive control over development programs of State agencies and enterprises and, as occasion warrants, of provincial and municipal programs.

Establishing overseas borrowing priorities and a balance between prices and wages are among key Council functions reported by the U.S. Embassy in Buenos Aires.

Policy recommendations to the Inter-Ministerial Council are made by the National Development Council (NDC), created in August 1961 but only recently activated.

Responsible for the technical phase of planning and for providing systematic analysis of Argentina's economic and social development, the NDC develops long-range plans, medium-range objectives and annual programs. It also coordinates other technical and planning bodies such as the Central Bank, the Federal Investment Council, the National Institute of Industrial Technology, the National Institute of Agricultural Technology and the National Commission for Administration of the Fund for Support of Economic Development.

Attending the Inter-Ministerial Council's first meeting last May were the Ministers of Economy, Labor, and Public Works, and the Secretaries of the Treasury, Commerce, and Agriculture, as well as the President of the Central Bank.

Deficit leads Zanzibar to raise some duties

Increases of 1½ and 3% in two customs duty categories are principal effects of action taken by Zanzibar to offset its current budget deficit and estimated fiscal 1963 deficit, according to the American Consulate.

Raised to 12½% are items previously dutiable at 11%, and raised to 25% are items previously dutiable at 22%.

The duty on gasoline and diesel fuel for transport use is increased by 2.1¢ (15 East African cents) per imperial gallon, and perfumes and cosmetics from 45% to 60%.

Certain formerly duty-free items, including various building materials, are now dutiable at 12½%, but no additional duties were placed on basic foods, textiles and clothing, and the second-hand clothing duty has been reduced.

Further information is available from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Syria waives visa fee

Visitors to Syria during the next 3 months will be able to obtain free visas from any Syrian Consulate, according to news just received from the U.S. Embassy in Damascus.

To attract tourists to the 9th Damascus International Fair, August 25 to September 20, no visa fee will be charged from June 20 to September 20.

The Office of International Trade Fairs, Department of Commerce, will sponsor a U.S. exhibit at the Damascus fair.

EEC prepares edicts on auto, farm equipment standards

Agreed-upon standards for motor vehicle equipment and agricultural tractors are being worked out for Common Market countries in a general move to eliminate administrative and technical obstacles to trade among the member nations—France, West Germany, Italy, Belgium, The Netherlands and Luxembourg.

Under auspices of the European Economic Community (EEC) Commission, Working Parties are preparing directives to end legislative or administrative disparities affecting a wide range of products, in compliance with the Rome Treaty's call for eliminating trade hindrances and competition-distorting factors.

Work is most advanced with regard to standards for motor vehicle direction signals and license plates. It may take a year or more to draw up final directives for some of the products under study.

To take effect, directives must have EEC Commission and Central Working Group approval, and must have been drawn up with the advice of the Economic and Social Committee and the European Parliament. Final approval must come from the Council of Ministers.

Rediscount rate cut ½% to spur S. Africa economy

Commercial banks, building associations seen following

South African commercial banks are expected to cut interest rates on loans by ½%, following the South African Reserve Bank's June 13 action reducing its short-term Bank Rate (rediscount rate) from 4½ to 4%. An earlier ½% cut had been made at the end of 1961 (FOREIGN COMMERCE WEEKLY, Mar. 5, 1962, p. 396).

The Governor of the South African Reserve Bank, in announcing the move, cited the continued favorable trend in the country's balance of payments during what is normally a seasonal deficit period. This has resulted in increases in foreign exchange reserves.

The U.S. Embassy in Pretoria reports that the Bank's gold and foreign exchange holdings amounted to $551 million (393.5 million rands) on June 8—a rise of $349.7 million (249.8 million rands) since May 1961 when strict import controls were imposed, followed by currency exchange controls in June 1961.

The surplus in the money market is apparent in that by mid-June of this year commercial bank deposits had risen $92.4 million (66 million rands) while the demand on them for discounts, loans and advances had risen only by $47.6 million (34 million rands).

Borrowing and lending rates of building associations are expected to be lowered in the wake of the Reserve Bank action.

The reduction in bank rates should stimulate South Africa's economy and utilize surpluses in the money market, depending on how much lending rates in all sectors are lowered. With lower interest rates and sufficient business confidence, the demand for credit for new capital investment should increase.

FCIA issues policy covering exports from order to delivery

American businessmen can now buy protection from loss due to insolvency or political action during fabrication

Export insurance policies covering risks from the time an order is received and placed in production are now available to American exporters, the Foreign Credit Insurance Association (FCIA) has announced.

Under the terms of this new policy, for an additional premium the FCIA will now insure losses occurring after the effective date of the contract but prior to actual shipment of the goods contracted for. However, shipments must be made within 180 days from the date of the contract.

The FCIA, which has been issuing export credit insurance jointly with the Export-Import Bank since last February to cover both commercial credit and political risks, pointed out that normally 180 days' coverage is adequate for fabrication, processing or other required operations in preparation for shipment.

This form of coverage, the Association emphasized, protects an exporter from loss resulting from insolvency or from political risks which develop during the fabrication period so that the manufactured goods cannot be delivered.

FCIA says that contract form endorsement may be issued to cover all contracts or may be limited to a specific credit. Should the exporter elect to cover only specific contracts, the endorsement requires that the exporter furnish the insurers within 10 days from the effective date of the contract a complete description of the transaction.

Premium costs of contract form endorsement only slightly increase the rates under the basic short-term policy.

The contract form endorsement will apply to the medium-term policies when they become available.

U.S. halts cotton yarn imports from 4 Geneva-pact nations

The Interagency Textile Administrative Committee has requested the Governments of the Republic of China, Colombia, Israel, and the United Arab Republic to restrain exports of some carded cotton yarns to the U.S.

In accordance with the "critical circumstances" clause of the Geneva Arrangements regarding international trade in cotton textiles the U.S. requested that such shipments be suspended June 23, 1962.

The request applies to Geneva category 1—cotton yarn, carded, singles, which includes Schedule A numbers 3011000—cotton yarn not bleached, carded; and 3021100—cotton yarn bleached, dyed, single, carded.

Contract signed for 6 cargo ships

Third replacement group in Moore-McCormack program

A $62,250,000 contract for construction of 6 cargo ships has been signed by representatives of Moore-McCormack Lines, Inc., of New York; the Ingalls Shipbuilding Corp., Pascagoula, Mississippi, a division of Litton Industries; and the Maritime Subsidy Board of the U.S. Department of Commerce.

This is the third replacement group of ships to be ordered in Moore-McCormack's long-range building program, which has already resulted in completion of 10 ships.

The ships will be operated on U.S. essential foreign trade routes served by Moore-McCormack Lines Inc.

Ingalls was low bidder with a bid of $10,375,000 on a fixed price basis for each ship, including national defense features of $12,562.

The ships are design MA C4-S-60a and have an overall length of 550 ft., 9 in., a weight of 12,055 deadweight tons and a speed of 21 knots.

This makes them the fastest cargo ships ordered to date in the long-range replacement program.

The Government will pay a construction-differential subsidy of 49.1% to make up the difference between cost of building the ships in a U.S. yard and the estimated cost of building equivalent commercial ships abroad.

Pakistan will buy $31 million in U.S. railroad material

AID loan boosts transportation phase of second 5-year plan

Pakistan will buy $31 million worth of U.S. railroad equipment under a loan authorization of the U.S. Agency for International Development (AID).

The AID loan will further the program for rehabilitation and modernization of Pakistan's railroads, which began several years ago, by enabling her to acquire U.S. locomotives, materials for baggage coaches and freight cars, rails and construction materials for bridges and other engineering works.

This is the 4th U.S. loan authorized for the railroad modernization program, which is part of Pakistan's second 5-Year Plan of 1960-65.

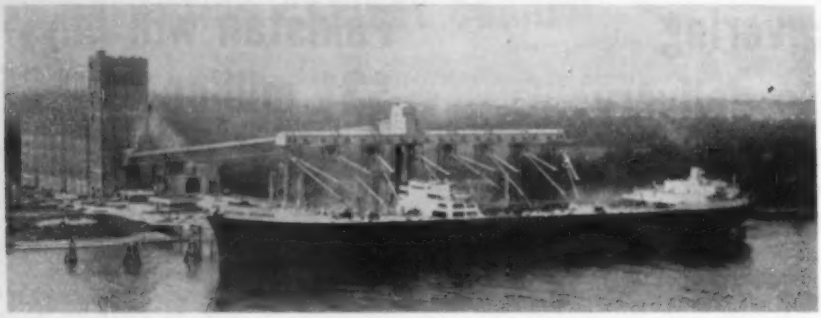
Spent $171 million

During the first 5-Year Plan, which ended in 1960, Pakistan's railway improvement consisted primarily of replacement and rehabilitation of existing rolling stock, rails, sleepers and other equipment. The government allocated the equivalent of $171.3 million during that period, including $34.7 million for purchases requiring foreign currency.

The West Pakistan railways total 5,327 route miles, mostly of broad guage track. The system extends from Karachi, the country's port on the Arabian Sea, to the vicinity of Kashmir, generally following the broad Indus River valley. Other lines extend north and west respectively to the borders of Afghanistan and Iran.

The modernization program will provide the additional transportation capacity needed for the Indus valley development, a key to economic progress in West Pakistan.

In East Pakistan, the railway system comprises 1,712 route miles, mostly using one-meter gauge track. The system is in 2 segments, separated by the Brahmaputra River, which to date has no bridge spanning it. The trackage in the eastern segment is entirely of one-meter gauge, while the western section is mostly broad-gauge, with some one-meter and narrow-gauge trackage.



CARGO GIANT: The National Defender, the second largest ship of U.S. registry, as it loaded 45,000 tons of surplus hard winter wheat at a Destrehan, Louisiana grain elevator for shipment overseas under the Public Law 480 program. The 810-foot ship took on its enormous cargo in 40 working hours.

Austrian importer loses U.S. privileges

U.S. goods denied to Austrian firm which sold Reds strategic material

The U.S. has denied all export privileges to an Austrian firm and its owner who violated export control regulations by shipping U.S. strategic material to the Soviet bloc.

The denial order was issued against Austis Warenhandelsgesellschaft and its owner and manager, Otto Goldeband of Vienna. It is also effective against Austis Chemometall Warenhandelsgesellschaft (also known as Austis Chemometall), which is affiliated with Goldeband.

The denial of privileges is permanent.

The Commerce Department's Bureau of International Programs found that a firm in Munich, West Germany sold and delivered U.S.-made electronic measuring instruments to Goldeband in Vienna, Austria. The Munich firm specifically informed Goldeband of the U.S. export control rules banning re-export of these goods to Soviet-bloc countries.

However, Goldeband, while assuring the West German firm that the instruments would remain in Austria and not be transported outside the country, knowingly had the instruments delivered to a Hungarian firm, Electroimpex of Budapest.

The denial order prohibits Goldeband and his affiliated firms, and all other persons and firms related to them, from ordering, receiving, disposing, or otherwise participating in U.S. exports, either directly or indirectly. It further states that no export or related service involving U.S. goods may be performed for them by any person or firm.

U.S. sells $68 million in PL480 surplus food to 4 Asian nations

The U.S. has recently sold more than $68 million in surplus agricultural commodities to 4 Asian nations under the provisions of Title I of Public Law 480.

More than $40 million of the total was for cotton purchases.

South Korea was the top buyer, accounting for over $30 million in cotton, wheat, barley, corn, sorghum and tallow.

All of India's $28.2 million went for her purchase of 180,000 bales of cotton.

The Government of China (Taiwan) spent almost $7.5 million on wheat, barley, tallow and lard, while South Viet-Nam purchased 15,000 bales of cotton for $2.19 million.

Ocean transportation costs are included in the sale price.

Proceeds from these loans will be used to defray U.S. obligations and for various other U.S. purposes in each country.

They will also be used for market development loans in India; for common defense and loans to private American and Korean firms in Korea; for common defense and economic development in Taiwan; and for common defense in South Viet-Nam.

Alliance commits $63 million to Latin America during May

Total Alliance for Progress commitments stood at over $965 million on June 1st with some $63 having been committed in May, the Agency for International Development announced June 20th.

An Export-Import Bank loan of $14.9 million for Mexico's railroads and the proceeds of an $8.9 million sale of cotton and corn to Venezuela figured prominently in Alliance activities in May.

The loan to Mexico will be used to rehabilitate her railroad system.

Proceeds of the commodity sale will help improve Venezuelan agricultural techniques and marketing procedures.

The May commitments were broken down as follows: Ex-Im Bank, $14.9 million; AID, $25 million; Inter-American Development Bank (Social Progress Trust Fund). $7.8 million; Food for Peace, $14.6 million; Peace Corps, $.7 million.

U.S. renegotiating tariff concessions to fit new schedules

Won't change general tariff level; aim to implement by January 1

The U.S. is taking steps to put the revised tariff schedules provided for in the recently passed Tariff Classification Act into effect on January 1, 1963.

The Tariff Classification Act of 1962 was passed by the Congress and signed by the President on May 24. The new schedules will replace the schedules in the Tariff Act of 1930 as amended.

They were prepared by the Tariff Commission under the authority of the Customs Simplification Act of 1954 and do not result in any general change in the level of U.S. tariffs.

The new act allows the U.S. to renegotiate present concessions to conform with the new schedules, which are not to become effective until the negotiations are completed.

The U.S. recently obtained a decision from the Council of the General Agreement on Tariffs and Trade (GATT) under which the necessary consultations and negotiations with GATT countries can begin promptly. Consultations are also being initiated with countries having bilateral trade agreements with the U.S. The U.S. also informed the GATT Council of its intention to request a waiver at the 20th Session of the GATT this fall, so the new tariff schedules can be put into effect on January 1 even if the negotiations have not been completed by that date.

The implementation of the new schedules will be a major step forward in the simplification of U.S. customs laws.

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Calendar *for international traders*

Star (★) indicates U.S. Department of Commerce exhibit participation.

July

9—American Seed Trade Assn. Convention, Toronto, Canada. Commerce Speaker: Robert L. McNeill, Executive Secretary, Trade Policy Committee, Office of the Assistant Secretary of Commerce for International Affairs.

9—Luncheon Meeting, U.S. Trade Mission to the United Kingdom, National Press Club, Washington, D. C.

9-13—Seminars on International Management, Hotel Astor, New York, N. Y. Sponsor: American Management Assn., International Management Division. Seminar Topics: International Marketing.. Control Reporting, International Corporate Relations, Pricing, Political Risks.

11—Export Expansion Seminar, Grenada Hotel, San Antonio, Tex. Commerce Speaker: L. Edward Scriven, Director, Bureau of International Business Operations.

17—Export Workshop, Pick-Congress Hotel, Chicago, Ill. Sponsor: Mobile Home Manufacturers Assn. Speaker: J. F. Weldon, Chicago Field Office.

17—Regular Monthly Luncheon Meeting, International Executives Assn., Inc., Hotel Statler-Hilton, New York, N.Y. Commerce Speaker: Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

19—Export Workshop, Chicago, Ill. Sponsor: American Sprocket Chain Manufacturers Assn. Commerce Speaker: J. F. Weldon, Chicago Field Office.

19-20—Ninth Annual Meeting, National Conference on International Economic and Social Development, Palmer House, Chicago, Ill. Theme: "The Alliance for Progress."

22-25—Conference for Unity of the Americas, Chicago, Illinois. Commerce Speaker: William B. Dale, Deputy Asst. Secretary of Commerce for International Affairs.

25—Honolulu Foreign Trade Workshop, Ala Moana Banquet Hall, Honolulu, Hawaii. Sponsors: Chamber of Commerce of Honolulu, University of Hawaii, U.S. Small Business Administration, U.S. Department of Commerce. Commerce Speaker: George A. Black, Honolulu Field Office.

25-Aug. 12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Assn. of Commerce and Industry. ★

26—Export Opportunity Conference, Weslaco Chamber of Commerce, Weslaco, Texas; Commerce Speaker: George L. Malherbe, Houston Field Office Manager.

26—Profits in Exports Seminar, Statler-Hilton Hotel, Hartford, Conn. Sponsors: Greater Hartford Chamber of Commerce, Manufacturers Assn. of Hartford, Manufacturers Assn. of New Britain, Chambers of Commerce of Waterbury, Meriden, New Britain, Manchester, New York Field Office of U.S. Department of Commerce.

27—Export Opportunity Conference, Brownsville Chamber of Commerce, Brownsville, Texas; Commerce Speaker: George L. Malherbe, Field Office Manager.

August

3—Regional Conference of U.S. Trade Missions to West Germany and the United Kingdom, Chicago International Trade Fair, McCormick Place, Chicago, Ill. Luncheon Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

6-10—Seminars on International Management, Hotel Astor, New York, N. Y. Sponsor: American Management Assn., International Marketing Division. Seminar Topics: Financial Operations, Purchasing Abroad, Foreign Tax Credits, Overseas Service Groups.

15-17—Maine Products Show, City of Bangor Auditorium, Bangor, Maine. Sponsor: Maine Department of Economic Development.★

September

8-16—Fifth International Food Congress and Exhibition, New York Coliseum, New York, N. Y. ★

15-18—National Assn. of Furniture Manufacturers Fair, Conrad Hilton Hotel, Chicago, Ill. ★

15-23—Eastern States Exposition, West Springfield, Mass. ★

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, Washington, D. C. Commerce Speaker: Jerome Sachs, Bureau of International Programs.

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, Houston, Tex. ★

22-29—State Fair of Oklahoma, Oklahoma City, Oklahoma. ★

24-26—1st Annual Houston International Marketing Forum, Music Hall, Houston, Texas. Sponsor: Houston International Trade and Travel Fair.

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, Dallas, Tex. Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce.

25—World Trade and Marketing Conference, Albany, New York. Sponsor: Albany Chamber of Commerce. Commerce Speaker: E. E. Schnellbacher, Bureau of International Business Operations.

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